

Mitterrand Refuses Reagan Invitation To Allies' Meeting

By Michael Dobbs
Washington Post Service
PARIS — President François Mitterrand turned down Tuesday an invitation from President Ronald Reagan to the leaders of six major industrial nations to attend a meeting in New York this month to discuss November's U.S.-Soviet summit meeting.

French political analysts said that Mr. Reagan's invitation had come at an embarrassing time for Mr. Mitterrand, who was due Wednesday to greet Mikhail S. Gorbachev on his first visit to the West as Soviet leader.

France is anxious to stress that it has an independent voice in world affairs and is more than just a loyal ally of the United States.

The analysts said that Mr. Mitterrand's refusal to join other Western leaders was likely to strengthen his negotiating hand with Mr. Gorbachev during their three days of formal talks.

According to senior French officials, France has refused to sign a joint communiqué, to be issued during Mr. Gorbachev's visit, that would have condemned the militarization of space and Mr. Reagan's Strategic Defense Initiative.

A communiqué from the Elysée presidential palace said that Mr. Mitterrand would not attend the meeting in New York on Oct. 24, but it added that he would be happy to meet with Mr. Reagan at a later date.

Other U.S. allies invited to the New York meeting on arms control and East-West relations are Britain, West Germany, Canada, Italy and Japan.

A spokesman for the French president said that Mr. Mitterrand's refusal to join other Western leaders was likely to strengthen his negotiating hand with Mr. Gorbachev during their three days of formal talks.

Czech Plane Fires at U.S. Copter Over W. Germany

By Michael Weisskopf
Washington Post Service

WASHINGTON — A Czechoslovak military jet crossed into West Germany on Saturday and fired at least two missiles at a U.S. Army helicopter flying a "routine" observation mission near Czechoslovakia's southwest border, Pentagon officials said Tuesday.

The Cobra attack helicopter carrying a two-man crew was not struck and returned safely to its base near Nuremberg without firing back, said Robert M. Sims, a Pentagon spokesman.

The United States filed a "strong protest" with the Czechoslovak Embassy on Monday, Mr. Sims said. The Cobra, he said, had done nothing to provoke "this irresponsible act which endangered the lives of the U.S. crewmen."

The incident was the 17th violation of West German airspace by Warsaw Pact aircraft in the last six months but the first in which missiles were fired at a U.S. aircraft, according to Mr. Sims.

He said, "It isn't necessary to go to New York to meet other partners or make known the European point of view on East-West relations."

France has traditionally viewed with suspicion what it sees as attempts to turn the annual economic summit meetings of the seven leading Western industrialized countries into a kind of political directorate.

Mr. Mitterrand has publicly questioned the usefulness of the summit meetings on several occasions, hinting that France might eventually decide not to take part.

Reagan's invitation caught Mitterrand in a difficult position, a French diplomat said privately. "On the one hand, France is always looking for ways of emphasizing its independence while on the other we also explain that the Americans don't consult us enough."

Analysts said that Mr. Mitterrand was looking for ways to emphasize French independence before parliamentary elections in March.

The vigorous defense of French interests is likely to benefit his standing in public opinion, which has been undermined by the scandal over the sinking of a Greenpeace ship.



The PLO's headquarters south of Tunis lay in ruins after the Israeli air raid on Tuesday.

Israeli Planes Destroy PLO Headquarters in Tunis; At Least 30 Die

Compiled by Our Staff From Dispatches
TUNIS — Israeli jets destroyed the Palestine Liberation Organization headquarters Tuesday in retaliation for the murders Sept. 25 of three Israelis in Cyprus.

Yasser Arafat, the chairman of the PLO, was not injured. He had returned Monday night from Moscow but was not at the three-building compound in the Tunis suburb of Borj Cedria when the jets attacked, a Palestinian source said.

A PLO spokesman said that about 60 people were killed in the raid, including many Tunisians. Medical sources in Tunis put the death toll at about 30, saying that about 100 were wounded.

In Tel Aviv, Israel's chief of

staff, said that 30 to 50 people were killed and more were wounded.

General Levy also indicated that Mr. Arafat was a target, saying Israel knew that he was expected at the scene at the time of the attack.

President Ronald Reagan said in Washington after the raid that nations have the right to retaliate against terrorist attacks "as long as you pick out the people responsible."

The president, asked whether U.S.-manufactured planes were involved, said: "I'm not going to comment on that at all and I don't know, I don't know the facts."

Asked whether the Israelis had chosen the "responsible people" in their air raid, the president said, "I've always had great faith in their intelligence."



Defense Minister Itzhak Rabin said: "This action was intended to warn that there is no immunity to any PLO group anywhere in the world and the long hand of the IDF will know how to find them to hurt them." The reference was to the Israeli Defense Forces.

It was the deepest Israeli penetration raid into Arab territory and the most distant operation since the air force rescued Israelis held in Uganda in 1976.

Witnesses said six to eight jets took part, but Israeli authorities refused to confirm the figures. Officials said that the planes flew a 1,500-mile (2,500-kilometer) round trip and refueled in mid-flight.

Mr. Arafat later toured the devastated site but would make no comment. According to a report from the Kuwait press agency in Tunis, Mr. Arafat narrowly escaped death, changing his mind about visiting the headquarters minutes before the Israeli jets swooped down.

At least one of the dead was a member of Force 17, Mr. Arafat's elite bodyguard. Israel blamed Force 17 for the murders Sept. 25, the Jewish holy day of Yom Kippur, of two men and a woman aboard an Israeli yacht anchored at Larnaca, Cyprus.

Three gunmen who said that they were fighting for the Palestinians surrendered after the killing. One of them was a Briton.

The Histadrut labor union in Tel Aviv, Prime Minister Yitzhak Rabin's headquarters, said: "We were shocked and grieved by the attack."

The Tunisian government requested a session of the United Nations Security Council to condemn the attack. In Luxembourg, European Community foreign ministers denounced the raid and urged the president of the council to meet a joint Palestinian-Jordanian peace delegation that the United States and Israel have refused to accept.

Egypt denounced the attack and said that it would refuse to receive an Israeli delegation due in Cairo this week for talks on Tabu, a small stretch of beach on the Red Sea that is claimed by both countries.

An Egyptian statement said

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Moslem Group Releases Photos of 4 Soviet Hostages

By Andrew Tamowski
Reuters

BEIRUT — A Moslem group holding four Soviet Embassy officials hostage in Lebanon released photographs Tuesday of them with pistols at their heads and threatened to execute one of them.

The color photographs and the threat were delivered to an international news agency soon after a source close to the embassy said that the Russians were alive in Beirut.

The statement by a group calling itself the "Liberation Organization — Khalid Ibn al-Walid Forces" said:

"We will start carrying out the death sentence on the first hostage at 9 P.M. unless the atheistic campaign against Islamic Tripoli stop."

Tripoli, the port city in northern Lebanon, is raged by Syrian troops, tanks and artillery; as leftist militias backed by Damascus are attacking pro-Iranian Moslem fundamentalists for control of the port.

The Soviet Union is a close ally of Syria and its main arms supplier. The embassy identified the photographs of the hostages issued by the Islamic Liberation Organization

as Arkady Katakov, the consular secretary; Valery Mirkov, a commercial official; Nikolai Svirsky, the embassy doctor, and Oleg Spirine, the cultural attaché.

Sets of photographs were sent to international news agencies but, in a distribution muddle, each at first received pictures of only three men, with two copies of one of them.

The pictures showed a hand with a cocked pistol at the head of each man. Mr. Svirsky appeared to have a bruise on his right arm.

On Tuesday night, Soviet television called the kidnapping an act of terrorism committed by far-rightists.

An appalling crime has been committed in Beirut, an announcer said on the main evening news program. "Bandits from one of the arch-reactionary, ultra-rightist organizations have taken as hostages four members of Soviet institutions in Beirut."

The statement was the first official comment on the kidnapping. Syria has remained silent.

The Islamic Liberation Organization, a previously unknown group, also sent photocopies of identity documents of two of the Russians to Beirut newspapers. The organization said that it had no links with Islamic Jihad, a shadowy

group that has claimed credit for previous kidnappings in Beirut.

In a rash of conflicting claims, anonymous callers to one international news agency said that Islamic Jihad held the four men and would start executing them Tuesday afternoon.

But a caller claiming to speak for Islamic Jihad denied that the group had any connection with the kidnappings.

Islamic Jihad organization categorically denies any relation with a statement attributed to it regarding the kidnapping of the Soviet diplomats, the caller said.

An earlier caller had said that Islamic Jihad had killed two of the Soviet hostages.

The four men are the first Russians seized in West Beirut, where Islamic Jihad has claimed responsibility for a number of kidnappings of Westerners in the past 20 months.

Islamic Jihad is believed to be holding six Americans and four Frenchmen among a total 14 other foreigners missing after being abducted in the Moslem sector of the city.

All claims about the Russians linked the abductions to the fighting in Tripoli.

Stop the advance on Moslem (Continued on Page 5, Col. 4)



Photos released Tuesday show the four Russians abducted in Beirut. They are at top, from left, Oleg Spirine and Arkady Katakov, and at bottom, from left, Valery Mirkov and Nikolai Svirsky. The photos were cut by the kidnappers to show only the men and the guns held to their heads.

Soviet Says U.S. Fails to Reply Positively on Arms

By James M. Markham
New York Times Service

GENEVA — The chief Soviet negotiator at the Geneva arms talks accused the United States on Tuesday of failing to respond positively to what he called a balanced and comprehensive proposal for the reduction of nuclear weapons.

In an unusually lengthy conversation with journalists before Tuesday's special plenary session, Viktor P. Karpov, the chief Soviet delegate, said his government's proposal could be the basis for further discussions and decisions.

"So what we need for progress is that the American side change the attitude towards the discussions," said Mr. Karpov, who spoke in English inside a Soviet residential compound here. "And we'll take a stand that will allow both delegations to work together, having in mind the same aim — preparing concrete practical results."

Mr. Karpov outlined the new Soviet offer Monday and gave further details Tuesday in a 90-minute meeting with the American delegation, led by Max M. Kampelman. Much of Tuesday's session was understood to have been devoted to a reiteration of known Soviet positions, including a call for a ban on

the further deployment of nuclear weapons.

Mr. Karpov denied Tuesday that the proposal was tilted to favor the Soviet side. "It's as balanced as I'm standing on my feet," he said. "It covers all three areas of the discussions and it's well balanced."

U.S. Assays Soviet Offer
Earlier, Hedrick Smith of The New York Times reported from Washington:

U.S. officials said that the Soviet proposal to reduce U.S. long-range and medium-range offensive weapons by 50 percent, while offering a parallel reduction that would cover only Soviet long-range weapons, made such cutbacks conditional on a ban on research into space-based defenses — which the Soviet Union calls "space strike weapons" — and a ban on testing or deployment of space-based defenses or anti-satellite weapons.

The officials here said the proposal was regarded in Washington as a retreat from recent indications — in a Time magazine interview with Mikhail S. Gorbachev, the Soviet leader, and comments to a group of U.S. senators visiting Moscow — that the Kremlin might accept basic laboratory research on anti-missile defenses.

Another central element in the Soviet proposal, Washington officials said, was a ban on deployment of new strategic weapon systems.

American officials said this appeared to allow Moscow to proceed with deployment of two land-based intercontinental missiles, the SS-24 and the SS-25, but to bar the United States from deploying the land-based MX and Midgetman missiles, the submarine-based Trident D-5 missile and the Stealth bomber, which are at earlier stages of development.

The U.S. administration's standing offer to Geneva calls for a ceiling of 5,000 missile warheads for each side, no more than half of which can be on land-based missiles.

Some officials in Washington said they were inclined to treat the Soviet proposal as a tough opening position that left room for compromises.

These officials said it was important that Moscow was willing to put forward a concrete proposal and thus open the way to serious negotiations after having refused for six months to make a formal offer. In this vein, Secretary of State George P. Shultz on Sunday welcomed the Soviet initiative.

Other officials contended that

the Soviet stand was so tough that it might preclude serious give-and-take.

"A 50-percent reduction sounds good," said another official. "But when you look at the actual numbers, a reduction of 50 percent of what, it's worse than what we had expected."

Administration specialists in arms control said they were disturbed by a renewed Soviet effort to force reductions in American nuclear systems based in and near Europe and capable of striking the Soviet Union. They said Moscow had offered no comparable limitations on its medium-range nuclear weapons based in Europe.

The Russians asserted that the United States had a total of more than 3,500 strategic delivery vehicles that would be affected by its proposal of a 50-percent cut. The tally includes Pershing-2 missiles, ground-launched cruise missiles and American nuclear bombers based in Europe or on aircraft carriers in the Mediterranean, as well as long-range American bombers and intercontinental missiles.

By comparison, the Soviet Union said its own total was 2,504, according to American officials. But

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The Soviet arms negotiator, Viktor P. Karpov, with crossed fingers in Geneva on Tuesday.

E.B. White, Dean of American Essayists, Dies at 86

By Herbert Mitgang
New York Times Service

NEW YORK — E. B. White, 86, America's most influential essayist and stylist, died Tuesday of Alzheimer's disease at his home in North Brookline, Mass., where he had lived for the past half-century.

Mr. White was one of the country's great literary resources. His significance as a writer crossed generations of readers and influenced many fellow-writers wise enough to emulate his standards of clarity and grace.

His classic children's books, "Stuart Little," "Charlotte's Web," and "The Trumpet of the Swan," continue to sell in the hundreds of thousands every year.

His importance to students was immeasurable because of his slim book on English usage, "The Elements of Style," which is used as a text in high schools and colleges.

His comments, pieces and poems in The New Yorker helped to set the tone of sophisticated wit, irreverence and necessary candor almost since the magazine's beginnings in the 1920s.

And his independent stands in Helen MacInnes, the mystery writer, is dead at 77. Page 6.

the "Talk of the Town" column of The New Yorker and elsewhere brooked no nonsense about excesses in American corporate and political life.

Mr. White's score of books, which include essays, poems, sketches and letters, include "The Points of My Compass," "The Second Tree from the Corner," "Here is New York," "One Man's Meat" and, with the late James Thurber, "Is Sex Necessary?"

On subjects that were especially close to his heart — the freedom

and integrity of the press, personal privacy, and liberty, the intrusion of advertising and commercialism into everyday living, the conservation of nature, and world government — Mr. White could be sharply outspoken. His opponents often succumbed before the force of his purity, ridicule and common sense.

Above all, Mr. White's strength as a writer was rooted in his respect for his audiences — child, junior and adult — regardless of what the pollsters and market surveys declared as scientific truth. "No one can write decently who is distrustful of the reader's intelligence," he said.

Mr. White won the National Medal of Literature in 1971 and a Pulitzer Prize special citation in 1978 for the body of his work.

"The Elements of Style," which he updated from the privately printed notes made in 1918 by his

old Cornell professor, William Strunk Jr., and revised several times since, has sold millions of copies. The White-Strunk book first appeared about three decades ago and is the most enduring book of American English usage.

Although he had lived in Manhattan in the 1920s and 1930s, Mr. White and his late wife, Katharine, who died in 1977, enjoyed their privacy in Maine. They had been married for 48 years. They bought an old farmhouse in 1933 and lived in it almost continuously beginning in 1938.

In a 1984 biography of Mr. White, Scott Elledge recounted some of Mr. White's best newsbreak headlines, including one written for an advertisement someone spotted in a Pittsburgh newspaper. The ad read: "Gent's laundry taken home. Or serve at parties at night." Mr. White's heading was, "Oh, take it home."

White Revealed In Hope, Nature

The Associated Press
NEW YORK — Here are some samples of E.B. White's writing:

"As long as there is one upright man, as long as there is one compassionate woman, the contagion may spread and the scene is not desolate. Hope is the thing that is left to us, in a bad time. I shall get up Sunday morning and wind the clock, as a contribution to order and steadfastness."

— from a 1973 letter

"It was the best place to be, thought Wilbur, this warm delicious cellar, with the gurgling cello, the changing seasons, the heat of the sun, the passage of swallows, the nearness of rats, the sameness of sheep, the love of spiders, the smell of manure, and the glory of everything."

— from "Charlotte's Web"

U.S. Krugerrand Imports Banned Starting Oct. 11

Compiled by Our Staff From Dispatches

WASHINGTON — President Ronald Reagan issued an executive order Tuesday banning the American import of the Krugerrand, the South African gold coin, as a sanction against Pretoria's system of racial segregation. The ban takes effect Oct. 11.

Mr. Reagan emphasized that the action was directed at apartheid and the South African government, and not at the South African people. He said U.S. trading partners had been informed.

The order carried out one of several economic sanctions against South Africa announced by Mr. Reagan on Sept. 9, which he said were designed to deal with an "unusual and extraordinary" emergency in South Africa. Mr. Reagan said he acted "in view of the continuing nature of that emergency."

Mr. Reagan told Congress that the ban had been ordered "in recognition of the fact that the Krugerrand is perceived in the Congress as an important symbol of apartheid." The House of Representatives, controlled by the Democrats, recently passed a bill that would prohibit imports of new Krugerrands. A similar bill is pending in the Republican-controlled Senate.

In his Sept. 9 order, Mr. Reagan said the United States would consult with the General Agreement on Tariffs and Trade before imposing a ban on importation of Krugerrands.

The earlier executive order also called for restrictions on bank loans to South Africa and exports of computers and nuclear technology. (Reuters, AP)

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■ Richardson-Vicks Inc. agreed to be bought by Procter & Gamble for \$1.2 billion to escape a bid by Unilever. Page 9.

In Brazil, Democratic Groups Face Tough Struggle Against Entrenched Power Blocs

By Alan Riding
New York Times Service

RIO DE JANEIRO — When the armed forces stepped down in Argentina in December 1983, and in Uruguay 15 months later, the political parties of pre-1964 days immediately reappeared. Congress came alive, and something that could be recognized as the democracy of yore returned.

But when 21 years of Brazilian dictatorship ended in March, neither the tradition nor the structure of party politics was ready to fill the vacuum. There was hardly a memory of democracy.

Only Brazilians at least 45 years old could have voted for a president, and no pre-1964 parties survived. Many people here seemed unsure of what to expect.

As a result, six months after the

change, Brazilians are enjoying considerable political freedom, but the entrenched power of the military, business and bureaucratic elites barely has been touched. The country's democratic institutions have been too weak to begin generating significant reforms.

Moreover, the country has recently witnessed the spectacle of a knockdown battle between Congress and the press, the democratic institutions that had suffered most during the dictatorship. Newspapers have portrayed Congress as crowded with lazy, overpaid, and even corrupt politicians, while congressional leaders have accused journalists of promoting a new coup by undermining democracy.

Among the political parties, it is as if former allies against the dictatorship now were free to be enemies. Rather

than growing in strength and authority, the five parties that existed when the military left office have broken into squabbling factions, while 25 new and invariably minuscule parties have appeared, revolving more around the ambitions of individual politicians than ideals or voter interests.

Optimists argue that the complex task of constructing Brazil's first authentic democracy now is under way, with new, more representative forces likely to emerge from local and national elections scheduled over the next three years.

But not a few skeptics have concluded that, in the words of the popular playwright Dias Gomes, "the new system is the old system with a face-lift."

In reality, the armed forces skillfully prepared the ground to avoid a sharp break with the past. For example, a 1979

general amnesty at first seemed to benefit only former guerrillas. But it now protects military officers held responsible for human rights abuses from facing the kind of charges that were brought

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against Argentina's former junta members.

Further, unlike the Argentine and Uruguayan regimes, which monopolized power until the last moment, Brazil's generals accepted major advances by the opposition in congressional and gubernatorial elections in 1982. And, while last year the military vetoed direct presidential elections, it went along with the electoral college victory of the opposi-

tion candidate, Tancredino Neves, because it felt confident he would not be radical.

To win, Mr. Neves formed a Democratic Alliance between opposition groups and dissidents who left the ruling party and joined him. This meant that his cabinet was crowded with faces that, in the eyes of the public, had long been identified with the dictatorship.

When the 75-year-old president-elect died before taking office, it was his running mate, the former head of the pro-military Democratic Social Party, José Sarney, who succeeded him.

While enjoying considerable popularity, however, Mr. Sarney has lacked the power to maintain the Democratic Alliance as a functioning coalition. Campaigning is under way for crucial municipal elections in state capitals in

November, and many ministers who supposedly are working together in government are fighting each other on the hustings.

Without a strong executive, many of the characteristics of pre-1964 politics have again surfaced. A function of Brazil's vastness, regional competition for power has intensified, with many states resentful of the dominance of people from São Paulo, the largest city.

In the absence of strong parties, "caudillo" politics, built around well-known personalities, also has returned, with a former president, Janio Quadros, and the governor of Rio de Janeiro state, Leonel Brizola, each winning an audience with populist messages.

But this old-style politics seems out of place because, in contrast to the experience of Argentina and Uruguay, Bra-

zil's ruling officers dramatically modernized and expanded the country's economy.

Meanwhile, the population doubled and the country's vast interior was opened up. Now, the eighth largest country in the West is coexisting with an antiquated and, in some regions, even feudal political system.

While political parties have awakened little popular enthusiasm, new forms of organization are appearing. The labor movement has flexed its muscles with several recent strikes. Tens of thousands of neighborhood associations and church-linked "base communities" are mobilizing poor and middle-class people to raise their voices for the first time. But it is too early to tell whether this grassroots democracy can eventually influence the way Brazil is governed.

U.S. Lowers Estimate Of Soviet Plane's Range

By Michael R. Gordon
New York Times Service

WASHINGTON — The Defense Intelligence Agency has significantly lowered its estimate of the range of a Soviet bomber that has figured in Geneva arms talks, according to Reagan administration officials.

Administration experts said Monday that the new estimate reinforced the contention by some arms control proponents that the TU-26 bomber, better known in the West as the Backfire, was designed to attack ships and targets in Europe and Asia, not in the United States.

The lower estimate raises questions about the administration's decision to treat the Backfire as part of Moscow's long-range nuclear arsenal in the Geneva talks.

But some administration officials said they expected the United States to keep to its position that the Backfire should be limited by any future arms control agreement because the Soviet Union could add to the bomber's refueling capacity.

The potential threat of the Backfire to the U.S. mainland was debated in the late 1970s by supporters and opponents of the 1979 treaty to limit strategic nuclear arms.

The Backfire was not defined as a "heavy bomber" in that treaty. In return, the Soviet Union assured the United States in a side agreement that the production rate of the bomber would not exceed 30 a year, and that Moscow would not give the Backfire the capacity to carry out intercontinental missions.

During the treaty debate, Carter administration officials said that the bomber's ability to carry out intercontinental strikes was limited. They also maintained that an effort to classify the Backfire as a strategic bomber would lead the Soviet Union to step up its demands for limits on American aircraft based in Europe, a restriction opposed by the United States.

But critics of the 1979 treaty said that the Backfire should be treated as a heavy bomber. They said the plane could carry a heavy load of weapons to attack the United States and then return to the Soviet Union or land at Cuban airfields.

Adding fuel to the controversy was a split between the Defense Intelligence Agency and the Central Intelligence Agency over the bomber's range. The CIA took the less extensive view of the bomber's range and armament.

The Soviet Union insisted throughout the treaty talks and since that the bomber lacked the range to mount a credible threat to the United States. The Reagan administration's position at the Geneva arms talks has been that the

Backfire should be counted as a heavy bomber.

And the Pentagon's latest report on Soviet military power expressed the former Defense Intelligence Agency view that the Backfire had an unrefueled combat range of about 3,000 miles (4,850 kilometers). That range assumes the bomber will fly at a high altitude to conserve fuel, coming in low only to attack. Some military analysts say that assumption is unrealistic because such a tactic would make the bomber easier to detect.

An administration official said the new estimate meant "basic harmony" for the American intelligence agencies. An official argued that the intelligence report established that the bomber should not be in the "strategic category."

But a Pentagon official disagreed, saying, "While the question of the bomber range may be an important debating point for analysts, it is not central to the military significance of the aircraft. Nobody claims that the Backfire cannot reach the U.S. if based in Arctic regions and if it is refueled."

Kohl Aide Urges Accord With U.S. on SDI Role

By James M. Markham
New York Times Service

BONN — Chancellor Helmut Kohl's national security adviser has called for a governmental agreement with the United States to coordinate the participation of West German industry in the Reagan administration's research program for an anti-missile shield.

The security adviser, Horst



SAFE SMILE — Klaas de Jonge, who is sought by South Africa on charges of smuggling arms to black guerrillas, smiled from a window of the Dutch Embassy in Pretoria on Tuesday. Embassy officials denied that the police removed Mr. de Jonge, who has had sanctuary since July, when the building's lease expired Tuesday.

Telschick, said Monday that it was "a vital interest" for West Germany to take part in the U.S. research effort, and he said a decision to surmount government-to-government accord could be reached by the end of this year or early next year.

Mr. Telschick's endorsement of West German participation in the Strategic Defense Initiative was the Kohl government's first public

statement on the issue since Mr. Telschick returned from an 11-day fact-finding mission in the United States last month.

Speaking at a seminar at the Konrad Adenauer Foundation outside Bonn, Mr. Telschick appeared eager to establish firm West German support for the U.S. research program, to banish doubts about Bonn's attitude. In recent days,

Foreign Minister Hans-Dietrich Genscher's reservations about signing an agreement have widely circulated here.

Mr. Genscher, according to official sources, fears that overt West German participation might burden the Soviet-U.S. talks on arms reduction in Geneva and hamper Bonn's attempts to broaden discussions with Eastern Europe. The foreign minister is also known to fear that the U.S. program could become an issue in national elections to be held in 16 months.

Mr. Telschick, who is one of the chancellor's closest advisers, praised the U.S. program for having prompted the latest Soviet proposals for a reduction in offensive missile systems. He said Bonn had serious reservations about the Soviet demand that the United States renounce its research.

"I have my doubts about whether one can limit research, or whether one should limit research at all," Mr. Telschick told the gathering of security experts, diplomats and government officials. He said one realm where such limitations might be conceivable would be "field tests" in space.

The security adviser also alluded to the petitions by American scientists opposing the U.S. research. He said the Soviet Union had been conducting research into anti-ballistic missile systems for two decades. "It is not known to me that in the last two decades there have been protests by scientists and others against this Soviet research program."

West German industry, he said, is particularly interested in a accord with the United States to regulate such issues as technology sharing, patents and pricing for Pentagon contracts.

The Greek government so far has filed only a lower-level protest about the spying incidents to a Soviet charge d'affaires.

Greeks Debate Extent of Soviet Spying

New York Times Service

ATHENS — The defection of a senior Soviet military intelligence official who was based in Greece and the arrest of three alleged spies in the Greek armed forces have fueled an intense political dispute here over the extent of Soviet spying in this NATO nation.

U.S. officials confirmed last week that Sergei Bokhan, 49, the deputy director of Soviet military intelligence, had defected to the United States in May and had provided information about Soviet spies' alleged penetration of the Greek government.

Last week Constantine Mitsotakis, the leader of the conservative opposition, said Mr. Bokhan's revelations made it clear that Russians had infiltrated the Foreign Ministry, the armed forces, businesses and the press.

Prime Minister Andreas Papandreu denied the allegations, saying that only the three persons arrested were involved in spying. He also accused the United States of refusing to allow Greek officials to question Mr. Bokhan and of withholding information on the case.

Reagan administration officials had no immediate comment on Mr. Papandreu's accusations.

Mr. Papandreu said last week that Mr. Mitsotakis's charges were intended to destabilize democracy in Greece and to undermine his government's independent foreign policy. He also implied that the United States was behind the reports of widespread spying.

Sources close to the case say that Mr. Bokhan is providing valuable information on the Soviet spying network in Greece and elsewhere.

The information, they said, will be passed on to Greek authorities only on a gradual and selective basis because of a lack of trust in the

Greek security service and the amount of time required to verify the defector's statements.

The sources said Mr. Bokhan had suffered personally by defecting because the Greek government had agreed to Soviet demands to turn over his wife and 7-year-old daughter.

The United States has said that Mr. Bokhan went to Washington voluntarily. Sources in Athens said he had given the CIA the names of Greek collaborators as well as information on how Moscow obtained Western technology with a military use by operating in Greece.

Sources here said Mr. Bokhan also supplied information on how the Greek press was manipulated to foster anti-Western sentiment and on Soviet support for some terrorist activities in the West.

Shortly after Mr. Bokhan defected, the Greek authorities arrested Constantine Serapides, 35, a naval officer, and two Greeks who were working with Hewlett-Packard Co. and ITT. All have been charged with spying.

One of them, Michael Megalociconomou, 37, confessed to the in-

vestigating magistrate. He also said that he had been blackmailed by the Russians.

He identified the Soviet officials to whom he gave information as Mikhail Bludov, Aleksandr Kallina and Valery Kochurak. All three were stationed at the Soviet Commercial Mission in Athens beginning in 1975, but are no longer in the country.

Mr. Kochurak left after Mr. Bokhan defected, according to the Greek government.

Diplomatic sources said that while Athens has pressed Washington for permission to talk to the defector, it has not demanded that Moscow grant access to the three Soviet officials.

Conservative and centrist opposition members in the Greek parliament have demanded that the government explain its role in handling over Mr. Bokhan's family, its inability to combat Soviet infiltration and its purported unwillingness to offend Moscow.

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He identified the Soviet officials to whom he gave information as Mikhail Bludov, Aleksandr Kallina and Valery Kochurak. All three were stationed at the Soviet Commercial Mission in Athens beginning in 1975, but are no longer in the country.

Mr. Kochurak left after Mr. Bokhan defected, according to the Greek government.

Diplomatic sources said that while Athens has pressed Washington for permission to talk to the defector, it has not demanded that Moscow grant access to the three Soviet officials.

Conservative and centrist opposition members in the Greek parliament have demanded that the government explain its role in handling over Mr. Bokhan's family, its inability to combat Soviet infiltration and its purported unwillingness to offend Moscow.

The Greek government so far has filed only a lower-level protest about the spying incidents to a Soviet charge d'affaires.

Nigeria, in Economic Emergency, Limits Oil Barter

New York Times Service

LAGOS — Nigeria's new military leader Tuesday declared a state of economic emergency for the next 15 months and said the nation would end the practice of bartering oil for consumer goods and food.

"During this period we aim to visibly turn around the economy and lay a solid foundation for a healthier long term development," Major General Ibrahim Babangida said in a nationwide broadcast.

General Babangida says the government will look into whether oil could be used to finance industrial and technological developments on a project-by-project basis.

The use of barter covering a wide range of products and several nations was started by the government of Major General Mohammed Buhari, who was removed in the recent coup.

General Babangida also promised, without giving details, that next year he would announce a program for Nigeria's political future. This has been seen in the past as a hint of an eventual return to civilian rule.

General Babangida, however, placed immediate priority on economic recovery.

"This emergency period will require strong belt-tightening not unlike what was experienced during the civil war," he said, alluding to the Biafra hostilities of 1967-70. Under his plan, the government

would clamp down on new borrowing and only repay foreign and domestic debts whose validity had been established.

In a move to restore Nigeria's foreign-exchange reserves, General Babangida said a plan to allow the opening of foreign-currency bank accounts within the country would be revived immediately.

The government also planned to raise funds by selling off its holdings in state-run companies and agencies, he said.

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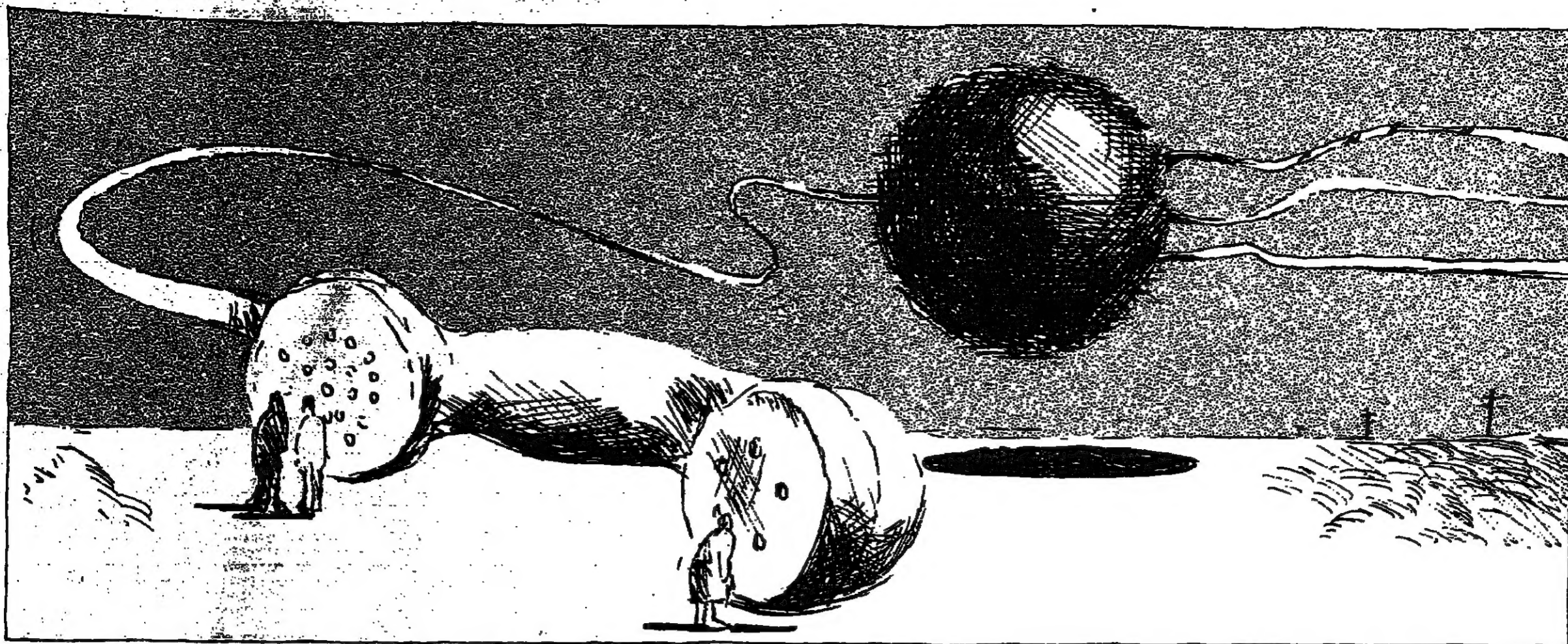
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Israeli Jets Attack PLO Installation In Tunisia

(Continued from Page 1)
"such criminal acts" increase feelings "of continued aggression and fundamentalism at a time when all peace-loving powers are exerting their best efforts to achieve a just solution to the Palestinian problem."

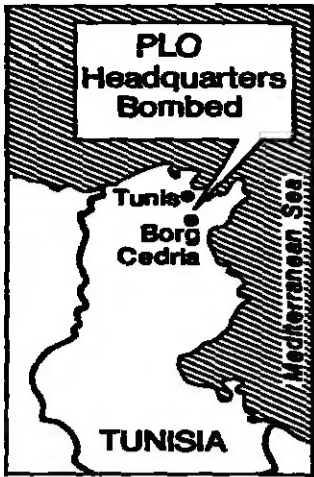
Mr. Arafat set up the offices in Tunisia after he was forced out of Beirut following the 1982 Israeli invasion of Lebanon.

The PLO office in London issued a statement saying the attack proved "Israel is not interested in peace."

"If the Israeli government is determined to have war, war it will have," the statement said.

Israel has long asserted the right to strike back outside of its territory against guerrilla bases, in defiance of claims that such raids violated international law.

Israeli planes flew 600 miles to bomb a nuclear reactor in Iraq on June 7, 1981. Israeli forces flew



2,160 miles to rescue Israeli hostages at Entebbe, Uganda, on July 4, 1976.

The Tunis attack was Israel's 31st air raid since resuming retaliatory air attacks after a suicide mission at an Israeli installation in Tyre, Lebanon, on Nov. 4, 1983. All of the previous raids were on PLO installations in Lebanon.

The attack was launched as King Hussein of Jordan was in Washington. It was likely to damage efforts to begin peace talks between Israel and a Jordanian-Palestinian delegation.

But Mr. Rabin said: "We still support efforts to start peace negotiations. The terrorists are the source of evil in this region."

The White House said earlier that the raid appeared from reports to be "a legitimate response" to a terrorist attack although the United States deplored the cycle of violence of which it is a part.

"We are distressed by and deplore the cycle of violence in the Middle East of which this latest incident is a part," said the White House spokesman, Larry Speakes.

"It underscores the urgent need to work for peace in the Middle East. As a matter of U.S. policy, retaliation against terrorist attacks is a legitimate response and an expression of self-defense. From the preliminary reports available to us, this appears to be what was involved in this case."

Mr. Speakes said President Reagan has declared that "linking those who commit crime to those who are punished is essential."

"In this case, we do not yet know the full story," he said. "We will be attempting to learn the facts of the situation."

"Concerning the use of U.S. military equipment, we will have to determine what the facts are," he said.

"It is a matter of principle that it is legitimate self-defense to respond appropriately to acts of terrorism," Mr. Speakes said.

(UPI, Reuters, AP)

Kinnock, Assailing U.K. Radicals, Says Labor Party Must Attract Middle Class

The Associated Press
BOURNEMOUTH, England — Neil Kinnock, the Labor Party leader, delivered on Tuesday his most slashing attack yet on the party's left wing, telling the radicals at Labor's annual conference that they never will regain power unless they attract Britain's middle class.

"Implausible promises do not win victories," Mr. Kinnock declared, amid boos and jeers, in his keynote address to about 2,000 delegates on the third day of the convention.

Eric Heffer, a member of the party's ruling executive committee, stormed off the podium as Mr. Kinnock castigated leaders of Liverpool's city council, which has laid off workers.

Liverpool began losing funds in a collision with the Conservative government of Prime Minister Margaret Thatcher when the city council refused to cut spending in line with the government's tight-money policies.

"Far-fetched resolutions are pushed into rigid dogma," said Mr. Kinnock. "You end in the grotesque chaos of a Labor council hiring taxis to scuttle round the city handing out redundancy notices to its own workers."

For nearly a full minute, Mr. Kinnock was drowned out by booing from the left wing. But the leaders of Britain's giant labor unions and their supporters rose in thunderous applause for the 43-year-old Welsh miner's son.

Mr. Kinnock's 75-minute address was his toughest message yet that he will fight to stop Labor from lurching back to the platform on which it was crushed by the Conservatives in the 1983 elections.

Britain, Mr. Kinnock declared, never will have a socialist government again unless the Labor Party gets "the support of those who are not poor, not unemployed, not victimized."

Addressing leftists who accused him, in his words, of being "obsessed with electoral politics" at the price of his radical views, Mr. Kinnock said: "From the depths of my soul, I mean it. There is no need to compromise values, to surrender our socialism."

But, he warned, "The British public wants to know that our idealism is not lunacy, our eagerness is not extremism."

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Neil Kinnock

Frankfurt Protesters Smash Windows, Set Fires After Rally

The Associated Press
FRANKFURT — Thousands of demonstrators smashed windows and set fires in central Frankfurt on Tuesday evening following a rally against neo-Nazism.

Hundreds of policemen rushed to the scene and a police helicopter with a spotlight whirled overhead as the demonstrators, shouting, "Fire and flames on the city," began to rampage.

After leaving the central Paulplatz in small groups, under threat of bombardment from water cannon, the demonstrators massed again. The authorities had refused their demand that they be permitted to leave the square in one group to march through central Frankfurt.

The march along the main Mainzerlandstrasse boulevard was headed in the direction of the spot where a leftist demonstrator was hit and killed by a police truck during street violence on Saturday night.

Disturbances broke out in more than 15 West German cities after the neo-Nazi National Democratic Party held a meeting in Frankfurt on Saturday.

Demonstrators, some clad in black leather and masks, smashed the windows of a bank, hurled flares and set small fires soon after the march began. The march started about an hour after the initial rally ended.

Some protesters set alight a garbage dumpster adjacent to a building housing the offices of American Express and other large companies.

The police were rushed to the march area to block off side streets and isolate the demonstrators. There were no immediate reports of clashes with the police.

A police helicopter hovered overhead and an officer inside demanded through a megaphone that the protesters disperse.

Fierce fighting continued in Tripoli.

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Meanwhile, in the southwestern city of Stuttgart on Tuesday night about 200 people went on a window-smashing rampage.

Tuesday was the fourth straight day of protests in West Germany against the neo-Nazi meeting in Frankfurt.

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Guru Disowns His Sect's Own Book, Has 5,000 Copies Burned in Ritual

The Associated Press

RAJNEESH PURAM, Oregon — Under orders from the Indian guru Bhagwan Shree Rajneesh, his disciples have conducted a ritual burning of 5,000 copies of his own sect's book of beliefs.

The guru, disowning the book, said Monday that the former followers who created it were a "gang of fascists." He called the movement he founded "far better than a religion."

Mr. Rajneesh, 53, said Monday night that Ma Anand Sheela, his former personal secretary who left two weeks ago with other Rajneesh leaders, surrounded his teachings with the trappings of organized religion.

Miss Sheela, who abruptly left the central Oregon commune she helped found, was responsible for the "Book of Rajneeshism," a 78-page book that described the movement's beliefs, Mr. Rajneesh said at a news conference.

"That was not my book," said the Indian guru, who has a fleet of 90 Rolls-Royce automobiles. "I have never read it. It was necessary that it be destroyed."

Later, speaking on an ABC-TV news program, Mr. Rajneesh said he had not known what Miss Sheela was doing while she wielded power over the movement.

"I was not informed and I was in isolation," said Mr. Rajneesh, who this year ended a three-and-a-half year public silence. "I was not aware of what was happening." He said Miss Sheela "exploited the situation."

About 2,000 Rajneesh disciples, clapping and singing, burned Miss Sheela's bright red robes Monday night, along with 5,000 copies of the "Book of Rajneeshism."

"Step into the holy fire, step into the holy flame," they chanted to the music of a 10-piece band. Mr. Rajneesh's new secretary, Ma

Prem Hasya, proclaimed Rajneeshism dead.

In a television interview, Mr. Rajneesh said the changes in his movement meant "there is no religion and there is no master, no disciples. I am only a friend and those who love me are living with me."

Asked if he thought the group would lose its tax-exempt status as a religion, Mr. Rajneesh said, "We are not a religion, but our activities are religious."

He said his movement "is far better than a religion."

Since Miss Sheela fled the commune, Mr. Rajneesh has accused his former secretary and her "gang of fascists" of a host of crimes, including arson, attempted murder and telephone tapping.

Authorities investigating the allegations began serving subpoenas Monday on potential witnesses in Rajneeshism.

In West Germany last week, Miss Sheela denied any wrongdoing. She has said she left the commune because of, among other things, the guru's demands for more Rolls-Royces and expensive jewelry.

Earlier Monday, representatives of law enforcement agencies, including what is called the Rajneeshpuram Peace Force, met to discuss the investigation.

"For me, it was a tremendous relief," said Ma Deva Barika, head of the Rajneesh security force. She said the meeting relieved tensions between Rajneesh officials and outside investigators.

Lieutenant Dean Renfrow of the Oregon State Police said "an attitude of real trust and cooperation" developed at the meeting.

The sect, which claims about 500,000 followers worldwide, moved its headquarters to Oregon in 1981 from Poon, India, leaving behind a morass of tax and legal disputes. The group spent more than \$100 million to turn 64,000 acres (about 26,000 hectares) of ranchland into a thriving farm and to build a city with a shopping mall, hotel and airport.

The Immigration and Naturalization Service is investigating Mr. Rajneesh, whose application for permanent residence is pending.

Dave Frohmayer, the Oregon attorney general, has contended in a lawsuit that Rajneeshpuram's incorporation as a city violates constitutional separation of church and state, while a land-use watchdog group maintains in another lawsuit that the city was built illegally on land zoned for agriculture.

AMERICAN TOPICS



DOGS WENT TOO — When Debbie Dolan, a dog groomer, walked down the street in Niagara Falls, New York, her dogs accompanied her. The poodles, from left, Pepples and Angel, and the Yorkshire terrier, Sweet Pea, were led by four bridesmaids.

Short Takes

The National Association of Retired People now has 19.5 million members, or one out of every three Americans over 55, its magazine "Modern Maturity" goes to 12 million households, more than any other magazine except Reader's Digest and TV Guide. The organization had \$124 million in revenue in 1984, largely from dues of \$5 a year and advertising. It is a potent force, but not a partisan one. With its membership 40 percent Republican, 40 percent Democratic and 20 percent independent, it lobbies effectively to strengthen Social Security and hold down medical costs, but does not take stands on matters not directly related to the problems of retired people. James E. Birren, dean of the gerontology center at the University of Southern California, says, "If they cast their philosophy in political terms, I think they'd be wiped out. They'd cut their base in half."

Michael K. Deaver, who resigned as White House deputy chief of staff in May to open a public relations firm, currently has nine or 10 clients who pay annual retainers as high as \$350,000 each. Asked about this, a longtime Deaver associate said that "you can get in the door for less than that."

U.S. taxpayers who have to file duplicate income tax returns because the originals were lost in the Internal Revenue Service's computer during the past year should send the duplicates to the IRS's Duplicate Return Program, which will forward the returns to a special office. There, the IRS promises, they will be specially processed. The address: IRS Center, Philadelphia, Pennsylvania 19255, U.S.A., Attn: DRP

Shorter Takes: The White House and the Kremlin have agreed on a get-together for Nancy Reagan and Raisa Gorbachev while their husbands are conferring at the Geneva summit meeting in November. Details are being worked out. . . . The U.S. whooping crane population, which fell to 18 in 1938, now numbers 146, according to the U.S. Fish and Wildlife Service. It is a post-1938 record for North America's largest aquatic bird.

Patients are encouraged to research their medical problems in its library, to read their charts and to write comments on them. All medications are explained and patients may question a doctor's decision to prescribe any drug.

Robin Orr, the project administrator, says the cost per day per patient is the same as in the rest of the hospital. An evaluation being undertaken by the University of Washington in Seattle will compare the progress of Placee patients with that of other patients.

—Compiled by ARTHUR HUBER

No Cat o' Nine Tails? Not Even Any KP?

The U.S. Navy is trying to find out which of its sailors at North Island Naval Air Station placed 56 "diabolical" calls at \$2 each in a single day.

A spokesman for the San Diego station said that if the culprits are found they will be punished with "counseling."

Cuba's Sugar Output May Fall

HAVANA — Cuba's sugar crop may fall by almost one million tons next year because of drought, a 12 percent drop from the yield planned, President Fidel Castro said Saturday. Sugar is the island's main export.

Helen MacInnes, Writer, Is Dead

New York Times Service

NEW YORK — Helen MacInnes, 77, whose 21 novels established her as the queen of international espionage fiction, died Monday in New York from the effects of a stroke she suffered three weeks ago.

Miss MacInnes's books sold more than 23 million copies in the United States alone. They have been translated into 12 languages. Her latest novel is "Ride a Pale Horse."

Miss MacInnes was born in Glasgow and graduated from the University of Glasgow. There she met and in 1932 married Gilbert Highet, a classics scholar.

In the 1940s, the villains in Miss MacInnes's books were Nazis. In later years they were often Communists. "I'm against totalitarianism in general — national or religious, extremes of the right or left," Miss MacInnes said. "If I can be labeled anything, I am a Jeffersonian Democrat."

Herbert Bayer, 85, Artist, Bauhaus Designer

NEW YORK (NYT) — Herbert Bayer, 85, a painter, architect, graphic and industrial designer and one of the last "masters" of the Bauhaus design school, died Monday in Montecito, California.

Mr. Bayer was born in Linz, Austria, and arrived in New York in 1938 as a refugee from Nazi Germany. He made an immediate impact as the creator of an exhibition on the Bauhaus — the design school founded by Walter Gropius

in 1919 at Weimar, Germany — for the Museum of Modern Art. In 1945 he developed a campaign for the Container Corporation of America. "Great Ideas of Western Man."

Also in the 1940s, Mr. Bayer played an important role as a consultant, helping to develop the town of Aspen, Colorado, as a cultural center and ski resort.

He was married to the sculptress Barbara Hepworth, and they had three children.

Mr. Bayer's work was exhibited in many galleries and museums. He was a member of the American Academy of Arts and Letters.

He is survived by his wife, Barbara, and their three children: John, Peter and Susan.

Funeral services will be held at 11 a.m. Monday at the First Presbyterian Church in Montecito.

Interment will be in the Montecito Cemetery.

—Compiled by ARTHUR HUBER

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INSIGHTS

UN's Early Days: Riveting Issues, Exhilaration and Shared Adventures

By A.M. Rosenthal

New York Times Service

NEW YORK — They were strange, those first years of the United Nations, so far back in the mid-1940s and '50s, and sometimes quite wonderful. Everybody knew that one pillar of the UN concept had collapsed before the first speech was made, the first resolution passed.

The way it was supposed to work was that the great Allies of World War II, the Big Five — the United States, the Soviet Union, China, Britain and France — were to continue great and allied forever.

They were to guide the United Nations with strength and wisdom. So unthinkable was it that they would ever be anything but strong and wise, that anything could be done against their will, that each of them was ennobled with veto power in the Security Council, where resolutions were supposed to be transformed into action.

It never worked that way. Britain and France lost their colonies to freedom movements and quickly were world powers no longer. Within a pitifully short time, the China that sat on the council and was supposed to represent a billion people represented nothing but a steamy Pacific island. And, most devastating and fatal to the UN concept, the Soviet Union and the United States became enemies instead of friends.

Politically, the United Nations was shattered into blocs. Veto replaced action, and vituperation became the language of debate. Hatred and struggle and bitterness were pumped through the loudspeakers.

And yet, despite the collapse of the political ideal, despite all the nasty words, there was zest at the United Nations, and hope in large measure — that and a great deal of fun. Nobody quite understood that, as time passed, the really important issues would be kept away from the United Nations — nuclear life or death, the United States and Vietnam, Soviet expansionism, Lebanon, negotiations in the Middle East, inflation, depression, trade wars.

But in the early years, the issues that were brought before the United Nations were riveting to the whole world — India and Pakistan fighting over Kashmir, the partition of Palestine and the creation of Israel, Korea and the stupendous error of the Soviet Union in boycotting a meeting that allowed the United States to fight in the name of the United Nations.

And before nuclear destiny was taken from

the United Nations by the Soviet Union and the United States, and transferred from open discussion at what was supposed to be the diplomatic center of the world to guarded chambers in Geneva, Bernard Baruch sat as the U.S. delegate to the UN Atomic Energy Commission in a chamber in the Bronx, New York, that had once been a college women's gymnasium.

Early one day in 1946 he read a speech that said the world faced a choice between the quick and the dead. We all nodded and truly felt that there was not much more to be said, but of course there was, four decades worth, and the choice still not made.

But the sense of exhilaration came from the freshness of it all, the sharing in an adventure that — who could say — might just possibly work out somehow, someday. And there was a youngness about the organization then that gave it zest.

In those days, pre-jet, there still was a sense of wonderment about foreign places and foreign ways and people and here was New York, the very center of the whole foreign world. You sat down in the cafeteria and next to you was a Pakistani lawyer, a Peruvian judge, a Chinese economist. You had to be an ice cube not to be excited.

It was small — just 51 countries in the beginning — and everybody knew everybody and there wasn't much protocol, and nobody really thought about security. So important people just wandered around like the rest of us. Oh, the memory of standing in the snack bar line, turning around and seeing Eleanor Roosevelt behind you, seeing and feeling her great, wonderful smile and handing her the pat of butter she wanted, and then sitting with her, at a rickety table, and talking.

That was lovely, and so was having the home phone number of Trygve Lie, the robust and fiery first secretary-general of the United Nations, and being able to call him up at all hours of the morning for comment on this or that. "God damn it, is that you again?" he would say, and there would be some words in Norwegian, presumably uncomplimentary. But he always had something to say, and he never hung up or changed his number.

It was not so lovely being stopped and denounced in a corridor by Andrei Vyshinsky, who had sent platoons of Soviet citizens to their deaths during Stalin's purge trial and who had the sharpest tongue at the United Nations, no mean achievement. He was furious about an article saying he was ill and would return to

Moscow. He convinced everybody it was a dirty American lie, but he did die shortly afterward, which we all said was rather graceful.

Best of all there was a casual, make-do atmosphere surrounding the early days of the United Nations that made for a kind of camaraderie. Even Soviet and American diplomats meeting in a pizzeria in a Bronx Little Italy near the first UN home couldn't glare too fiercely while wiping tomato and cheese off their mouths with soggy napkins.

The UN — everybody called it by its initials — didn't have a permanent home for years. While a site committee toured American cities,

dryer as they stood to stretch legs and minds. And where Hunter women had once leaped nimbly over leather horses, the UN Security Council met to discuss Franco's Spain. The only protection was provided by a few relaxed U.S. Marine guards.

THE next resting place was the old Henry Hudson Hotel on West 57th Street in Manhattan. A Brazilian admiral, declining in a room once used for weddings and bar mitzvahs, ripped open his shirt one day to show his war wounds. Nobody knew exactly where he got them or why he showed them. But all agreed it was indeed a fine gesture.

Despite the collapse of the political ideal, despite all the nasty words, there was zest at the United Nations, and hope in large measure — that and a great deal of fun.

We used to talk about how great it would be if the Security Council had to meet out in the park, under the trees.

We would daydream about taking the boys of the Security Council out in a bus to Van Cortlandt Park, picking a nice grassy spot for them, and then seeing how fierce Pakistani versus Indian or American versus Russian could sound while swatting flies and smacking ants, while Bolivia over there dozed sweetly, face to the sun.

It never quite came to that, but the United Nations did have a pretty difficult time getting a roof over its head while the search went on. For a few months it met in a couple of borrowed board rooms at Rockefeller Center, and then it settled down for a while at what was then the Bronx campus of Hunter College, women only. It is now Lehman College.

Hunter College was in the Bedford section of the North Bronx, known worldwide, according to the mothers of the area in those days, for the freshness of the air, a hundred, a thousand times better than downtown. The college women, presumably gasping for air, were moved out, but their spirit remained and gave a deliciously incongruous atmosphere to the new diplomatic center of the universe.

There was a document center in the locker room, the Balkan experts met in the French I and II rooms, the press center was a boarded-over swimming pool, and the office of The New York Times was a hair-drying room. There are still surviving Times reporters, a few, with vivid memories of smacking their heads against a

Then, a village near Great Neck in Nassau County, Long Island. The UN headquarters there was part of a shrinking defense plant, and everybody loved the symbolism — "war factory" turned to the uses of peace. And the name of the split-level village next door, which would become the UN's address and deadline — Lake Success, what good luck!

It was near enough to New York to draw stimulation from it and yet you had to travel, make an effort to get to it. So the United Nations was in a place of its very own, not lost in a great metropolis. There was no fancy furniture, no swank offices, and there were only the cafeteria for everybody, no special delegates' dining room. The whole place had the staid atmosphere of U.S. Army surplus. But some of the stuff did come from a sofa here and there.

Since it was mostly one level, people had to do a lot of walking, which meant they had to meet each other and talk, which was just fine. It was too small for the General Assembly sessions that all member nations attended, so they were held in a converted indoor ice rink in Queens, a dank and drafty place. Everybody was always glad to get back to the shabby warmth of Lake Success.

It was not until 1951 that the United Nations moved into glass skyscrapers on the East River, on a site made possible by the Rockefeller family.

People do not see each other much in elevators, which is a pity. Skyscrapers may make

great headquarters for some organizations, but nothing ever seems quite as appropriate for the United Nations as a one-level old factory with rundown sofas, a cafeteria line and lots of walk and talk.

Over the years, thousands of issues, tens of thousands of newspaper stories. Most of them ring dimly in the mind, but some of the people of those days sound clear and warm. A Pakistani named Ahmed Bokhari, a learned, funny rapier of a man talking brilliantly about Macbeth, Sir Bengal Rau of India dreaming aloud about what he loved most, the law and his country, filling a young reporter with desire to leave the United Nations and go live in India, experience it, taste it. Raphael Lemkin, a Polish-born international lawyer with no real official standing, always wandering about the corridors, pleading, cajoling, courting, seeking for an international convention against genocide. He lived to see the day.

There was Trygve Lie, who loved the United Nations, too much, until he could not distinguish between it and him, and spent his last years there in hurt anger. His successor, Dag Hammarskjöld, liked to call himself an unashamed intellectual, and he was both man of learning and wit — the quintessential Western diplomat.

This elegant Scandinavian was done in finally by a situation from another world, and which he never seemed ready to grasp — tribal warfare in the Congo. He died in an airplane crash over Africa on one of his many wearing Congo missions. When he had arrived at the United Nations, he had said he hoped the day would come when the people of the world saw the United Nations not as a strange painting by Picasso, but as a drawing by themselves. He did not live to see the day.

Vijaya Lakshmi Pandit of India, Nehru's sister, touching her tears with her sari when she spoke of the black man in South Africa; and a listening Pakistani delegate in the back row, clenched with anger about India's caste system. And then one day, Sir Bengal Rau and his Pakistani counterpart, Sir Mohammed Zafrulla Khan, meeting in the delegates' lounge on the day of Mahatma Gandhi's assassination, standing close, for a long time, saying nothing, just standing silent and together.

It was not very successful, the United Nations, but despite all the harshness, quite friendly. Jews and Arabs made up entire parties in New York and nobody even questioned it. Dutch diplomats and Indonesians

fighting for independence from them would talk warmly about friends in each other's countries. Politicians from nations not officially born would walk about, buttonholing, endlessly, eagerly. And at the bar, a martini would on occasion loosen a Russian or American tongue equally.

Andrei A. Gromyko made his name at the United Nations, and although he was not the jolliest of men nor the warmest at all times, he usually was ready to chat a bit.

One morning, a reporter chasing Mr. Gromyko about during his first of many walkouts from the United Nations decided the best way to find him was the simplest. So he marched over to the Plaza Hotel, asked for the number of the Gromyko suite, took the elevator up and knocked on the door. There stood Mrs. Gromyko, in a housecoat. She seemed a bit surprised, but she invited the reporter in and poured coffee. Then the reporter and the ambassador strolled over to the Soviet Consulate together.

It's an altogether different United Nations now, which is hardly startling: most things change in 40 years. It has 159 members instead of 51. Many of the new members are large and important, old countries like Spain or new ones like Nigeria and Indonesia. Some have populations that would hardly fill a department store on a sale day.

Real political action is almost unknown, but all over the world doctors, geologists, nurses and agronomists work in the name of the United Nations. It has become something of a headache for the United States, regularly outvoted by combinations of the Soviet and nonaligned blocs. Nastiness of speech has been raised to stunning levels.

But it does give all kinds of countries a voice they would not have otherwise. And if their delegates' words do not ring around the world, at least they are heard in their own hometowns. Surprisingly, many people still look quite young at the United Nations. They may even find the whole thing just as exhilarating and zestful as the old-timers did.

But they do live behind barriers of stolid, mid-bodyguards imposed by the terror of terrorism, which is a pity.

Mrs. Gromyko's coffee was very good.

A.M. Rosenthal, now executive editor of The New York Times, reported on the United Nations for the newspaper from March 1946 to November 1954.

To Conservative Elite in U.S., Reagan Years Are Just the First Step

By Sidney Blumenthal

Washington Post Service

WASHINGTON — Since Ronald Reagan was elected president in 1980, there has been much talk of a "Reagan revolution," an enduring shift to the right in American politics.

To consolidate that revolution, many of Mr. Reagan's strongest supporters have tried, with great perseverance and some success, to forge a new conservative policy-making elite to run the government in Washington.

By creating what Patrick J. Buchanan, the

White House director of communications, has called a "conservative establishment" in Washington, they believe that future Republican presidents, even those not instinctively as devoted to their ideology as Mr. Reagan, will have to depend upon that establishment to govern.

To these rightists, who call themselves "movement conservatives," the Reagan revolution is not just an attempt to create an electoral realignment, but an effort to give life to the conservative elite, the revolution's vanguard. If that elite grows and prospers, it could be this administration's lasting legacy.

Many Republicans call themselves conservatives, but only some of them understand the

meaning of "movement conservatives." The distinction is crucial.

"This isn't merely a Republican regime, but a conservative regime," said T. Kenneth Cribb Jr., counsel to the attorney general.

Morton Blackwell, a former presidential assistant and movement activist, said that when he worked in the Reagan White House, "I was asked uncounted hundreds of times about personnel by conservatives in the administration: 'Is he one of us?'"

To be a mere Republican, they say, is insufficient. Technical expertise for the appointed job is not crucial. Even loyalty to the president is not enough. One must demonstrate belief in the

right doctrine and be associated with the right groups.

The credentials that carry the greatest weight among conservatives are affiliations with extra-party organizations ranging from the Heritage Foundation to the Intercollegiate Society of Individualists, from the Leadership Institute to the American Conservative Union.

"Having an endorsement from Heritage is important," Mr. Cribb said. "It's almost like shorthand. It cuts through the inquiries that would have to be made otherwise."

The traditional old-school link — having been an editor of the Harvard Crimson, for example, as was Defense Secretary Caspar W. Weinberger — is not the credential of choice, and may even brand the bearer as ideologically suspect. Better to have been an editor of the Harvard Salient, the conservative journal.

Conservatives insist that what they are creating is no different from the "liberal establishment," their nemesis and model. To achieve their goals, they are trying to gather strength, one appointment at a time, within the executive branch, a place they formerly considered alien and hostile.

Like leftists of an earlier epoch, movement conservatives can detect among themselves the slightest nuances of difference.

For instance, they can instantly distinguish between a conservative who has spent his or her political life within the movement's apparatus, and a neoconservative, a former liberal lately converted to the cause. They are bound by common ideological concerns, such as basing U.S. diplomacy on military power, but may be split over social issues such as abortion.

But they are even more keenly self-conscious about what sets them apart as an ideological movement from the stodgy party regulars.

"Reagan knows that his own political success is the result of different currents of ideas that have been around for a generation, but only a generation," Mr. Cribb said. "It's unique that you have a president who's a self-conscious conservative, approving of a body of thought and seeking policy that proceeds from that thought."

STRUGGLE for control of political appointments during the Reagan presidency reflects a conflict between the movement conservatives and traditional Republicans, epitomized by the two Senate Republican leaders during that time, Howard H. Baker Jr. of Tennessee and Robert J. Dole of Kansas.

It is a conflict that dates back at least to the Barry Goldwater's 1964 presidential campaign. Many conservative activists, including Mr. Reagan, entered national politics during that campaign. His rise, unlike that of Richard M. Nixon or Gerald R. Ford, was not dependent upon his standing with party regulars.

The conservative movement sustained Mr. Reagan's career, just as he has sustained the movement. But he is larger than the sum of its parts. Without him, conservatism would have lacked its political focus during the wilderness years, and conservatives would never have assumed power. Mr. Reagan's indispensability has allowed him to use the movement without becoming trapped by any of its factions.

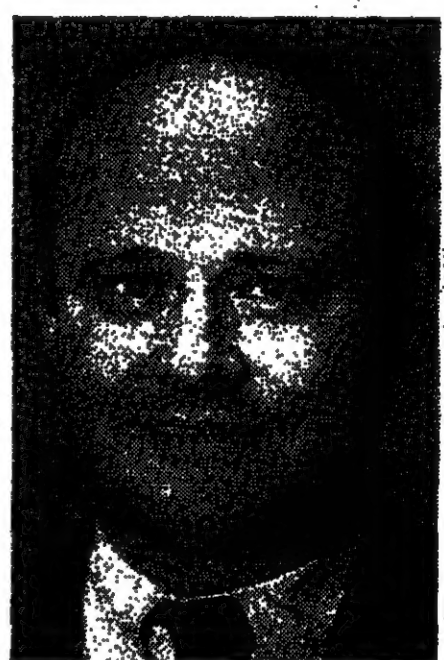
Mr. Reagan, however, has not tried to urge ideological activists to become party regulars. "We're conservatives, not party people," Mr. Cribb said.

He said the movement inhabits the party only because "most conservatives are effective through the mechanism of the Republican Party." Like Mr. Reagan.

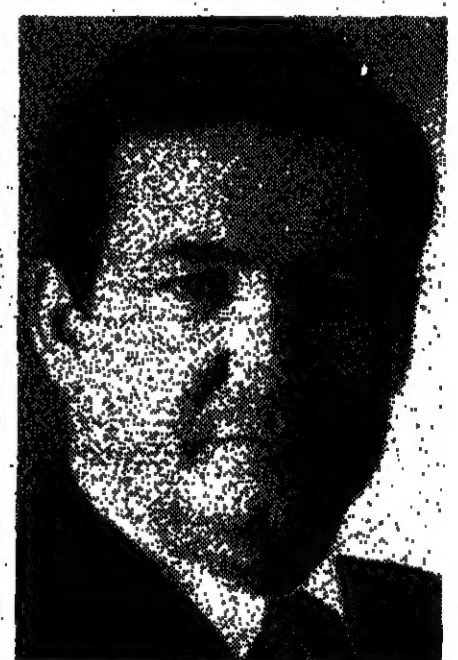
For at least a decade conservatives have positioned themselves to work within the Republican Party and the government without becoming absorbed as regular Republicans.

Yet even after defeating the traditional Republicans at the conventions — "It's no fun anymore without Nelson Rockefeller," said a conservative — they have been repeatedly overwhelmed inside the government by their rivals, who often are more skilled at policy and bureaucratic infighting.

A conservative involved in the administration's personnel decisions called them "these jerks trotting around with their Nixon and Ford credentials." When "these jerks" were appointed to virtually all the important positions, the conservative rage erupted anew.



T. Kenneth Cribb Jr.



Patrick J. Buchanan

Many Republicans call themselves conservatives, but only some of them understand the meaning of 'movement conservatives.' The distinction is crucial.

The conservative ambition to completely control the government, making it absolutely reliable on every issue, is far from being realized. Many appointments turned out to be failures.

James G. Watt at the Interior Department, Anne M. Burford at the Environmental Protection Agency and Richard V. Allen in the National Security Council were short-lived phenomena, and the jobs fell from their grasp. The conservatives were frustrated when two recent nominations were rejected: that of Donald Devine to a second term at the Office of Personnel Management and of William Bradford Reynolds to be associate attorney general.

According to their colleagues in government, movement conservatives have sometimes failed to master their jobs in the first-term Reagan White House. Edwin Meese 3d and his assistant, Mr. Cribb, were famous for their ineffectiveness.

The Reagan years are not viewed by conservatives as the culmination of their desires, but as a first step. They look to the post-Reagan era, when they intend to help another Republican win the presidency and to prevent traditional Republicans from assuming power by taking it themselves. Until then, they will not feel they have finally triumphed.

WHEN discussing their strategies, conservatives often use the word "cadres." They have invested enormous energy in developing a mechanism to carry youthful cadres from college to the federal bureaucracy.

Mr. Reagan, said a prominent conservative, "is a time for young conservatives to get credentialed, so that when the next conservative administration comes along they'll be in place to move up."

Within the executive branch, Mr. Cribb said, "self-conscious conservatives who understand the seriousness of the enterprise are less than a third of the 6,000 or so presidential appointees."

It is not essential, Mr. Cribb said, for conservatives to hold every job. What is required is that they command the top positions. Yet only a few conservatives have risen to such heights.

Mr. Cribb himself is one of the most influential movement conservatives inside the federal bureaucracy, although he was dismissed by many key officials in Mr. Reagan's first-term White House.

Behind his back they called him "Baby Bigger" for his ideological leanings. His influence comes from having served as Mr. Meese's "eyes and ears within the movement" since the beginning of the administration, according to a former White House official.

The building of the conservative network has not been simply a process of addition. Some nonbelievers are being driven out.

Early in the administration, the presidential personnel office sought a list from the Chamber of Commerce of career federal employees who lacked belief in supply-side economics, according to congressional sources. At the Environmental Protection Agency, under Mrs. Burford, a list of career and senior officials was drawn up, and in some divisions most of the career professionals were driven out.

Movement conservatives are located throughout the bureaucracy, but concentrated in pockets. Under the direction of Donald T. Regan, the White House chief of staff, and his technocrats, conservatives oversee communications (Mr. Buchanan), speech writing (Anthony Dolan), public liaison (Linda Chavez) and policy development (John A. Svahn). All are influential, but none has absolute command over decisions on any issue.

The Justice Department under Mr. Meese is being transformed into a movement bastion. At the Department of Education, leadership has been removed from the hands of a stalwart Republican, Terrell H. Bell, and delivered to Mr. Bennett, a neoconservative militant who was formerly a Democrat.

Ideological coloring varies from department to department. "The State Department is the worst, the president's speech writing staff is the best," Mr. Blackwell said.

Although key movement conservatives in the early days of the Reagan administration found perches at the Defense Department, they felt themselves excluded from the State Department.

One of the first acts of Secretary of State Alexander M. Haig Jr. when Mr. Reagan took office in 1981 was the abrupt dismissal of the president's foreign policy transition team, which had been run by conservatives.

The dominant figure on the team was John Carbaugh, then a foreign policy aide to Senator Jesse Helms, Republican of North Carolina, the new right champion. Mr. Carbaugh had compiled lists of ambassadors and Foreign Service officers whom he considered unreliable, according to a former administration official who served on the transition team.

By terminating the team, Mr. Haig was sending a message to the Foreign Service Officers that they should not worry, a source said.

Mr. Helms, who was on the Foreign Relations Committee, began delaying the confirmations of those he regarded as ideologically unreliable. His aim was never mysterious: He would exchange confirmations for "movement appointments."

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'Murderers' Mired in Gore

By Sheridan Morley
International Herald Tribune

LONDON — To mark the opening of the Cottesloe Stage of the National after a six-month financial blackout, Peter Gill is staging a season of new plays derived from the work he has been doing with young people in the National's experimental studio. The first of these, Daniel Morrin's "The Murderers," is set in east Belfast in 1972 at the time of a brief

THE LONDON STAGE

political truce between the Irish Republican Army and the British. Morrin's bloodbath, cast in the form of a Jacobean revenge drama, focuses on the third force in that insoluble Irish equation, the Protestant Loyalists who wanted no part of any such truce.

One of their number has recently been killed in a pub bombing; his son Tommy (Ewan Stewart) returns from London exile for the funeral and is at once handed a butcher's knife with which to dispatch an innocent Catholic by way of revenge. The murder is performed center-stage at considerable length, and though the play would seem to be a condemnation of mindless Irish violence, there is something curiously nasty about a production by Gill that dwells in such detail on the spilling of admittedly unreal blood.

In this staging "The Murderers" has become the theatrical equivalent of a video nasty, and I fail to see how such explicit brutality serves the message of the play, which would seem to be that until the Irish stop clubbing each other to death like drunks outside a pub it will be very hard for the rest of the world to take their problems to heart.

At the Royal Court a year or so ago (and recently Off-Broadway) Ron Hutchinson's "Rat in the Skull" took this argument a great

deal further without washing the set in gore, and Morrin's play seems therefore little more than a step back into butchery. Neither he nor his young cast have the experience to turn his characters into anything more than stereotypes out of a Cagney gangster movie, though there are some blackly funny moments: one of the young Loyalist killers, having had to hand over a great deal of ill-gotten loot to his unseen bosses, notes icily that "Ulster is the only country in the world where you can do three bank jobs before you are 20 and still have to sign on for the dole."

But Morrin is not yet a forthright of-the-border O'Casey, and his gunfire-tulbally of Belfast is undecoded by any insight beyond that of a vicious and pathetic backwater of religious torture: everyone involved deserves or at any rate needs more than that, including the National audiences.

At the Bush, Marnet Puig's "Kiss of the Spider Woman" is an immensely powerful and touching two-hander about a couple of male prisoners in an Argentine jail. One is there for some unnamed political offense, the other for scotching small boys in private; yet in a curious way the play is about neither politics nor sex. On one level it is about the escapism power of bad old movies; Molina (wonderfully played in a sweaty, punchy, gay bravura turn by Simon Callow) is forever relating the plot of the "The Cat People" to his non-moviegoing cellmate (Mark Ryland). On another level it is a homosexual love story, and on still a third level it's about betrayal and brutality and the breaking of minds and bodies in a police state.

Put like that, it is unlikely to sound like much of a fun evening out; yet the curious triumph of Simon Stokes's production has been to turn this very static, often sentimental and sentimental dialogue

into the best double-act in town. While Ryland spends much of the evening flat on his back, bruised by jokers into a temporary submission, Callow leaps around his new friend with evident delight at having found a captive audience even in appalling and treacherous circumstances. Puig is, I think, trying to tell us that people who want to change the world sexually and those who want to change it politically have a lot in common. He is also trying to tell us that homosexuality and heroism are not necessarily incompatible, and that there is a kind of therapy in obsessive Hollywood memories.

Rising above most of that, Callow turns in a gay storyteller of hilarious proportions: whether wishing to be Christina of Sweden in order to end up a queen, or merely wondering why, if there really is nothing better on earth than a good woman, he can't be one, this is a performance of considerable courage and camp charm. Like the Charles Laughton he has long promised us a biography of, Callow is splendidly unafraid of going too far onstage, and the result is an unmissable tragicomic creation.

Ryland is left to make the quiet case for restraint and butch subversion, but his too is a performance of considerable fascination leading plausibly from irritation to love in regard to his manically gay cellmate. London is soon to get Hector Babenco's film of Puig's novel and, it is reported there may even be an operatic version by Hans Werner Henze. They will have a hard time living up to the standards set at the Bush.

Though it spectacularly fails to live up to the revised Jonathan Miller "Rigoletto," which is also back in the London Coliseum repertoire for the winter, the English National Opera's rethinking of "Orpheus in the Underworld" is worth a look if only for the definitive Gerald Scarfe exhibition that it houses by way of scenery. Scarfe's sets are a riot of gimmicky cartoons and blazing backdrops that should be shown to every other designer in town as an example of how to take over an entire production from the drawing board.

True, there was not a lot to take over; the playwright Snob Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offenbach.

Outside of that, and some desperately unfunny mugging from the entire cast, we are left with a great Act Two finale and a tap-dancing Mercury in silver lamé. That a company capable of achieving the heights of the Miller "Rigoletto" could also sink to the amateur concert-party depths of this David Pountney production is one of the enduring mysteries of the Coliseum.

Teddy Bear Auction Record

The Associated Press
LONDON — An American collector broke the world record sale price for teddy bears Tuesday, Sotheby's said, paying £3,740 (about \$5,230) for a bear made by the German toymaker Steiff.



Di Meola: "It's a whole new me."

Al Di Meola and His Synclav

By Michael Zwernin
International Herald Tribune

PARIS — The credit on the jacket of his album "Soaring Through a Dream," just released in Europe, reads: "Al Di Meola — Synclav guitar. Guild X-500-SB guitar, Ovation acoustic guitar." A half-page box titled "Al Di Meola's Equipment," accompanying an interview in Down Beat magazine, included something called a "Mesa Boogie amp."

Musicians have not yet taken to wearing logo-quilted jerseys like bicycle racers, though a novice connoisseur may wonder why so many keyboard players are named Rhodes, so many drummers Yamaha. Brand names displayed as part of today's technologically top-heavy pop music are often generic descriptions rather than endorsements; the digital computer-operated guitar-triggered Synclav that Di Meola plays has entirely different characteristics from a Moog, though both are synthesizers.

The Synclav can create, copy, mix, loop and even print out sounds that have never before been heard or imagined. "You can tap a wine glass with a spoon, record it

and then make chords from the sound," Di Meola said. "The computer memorizes whatever you put into it and then plays it back in whatever form you want."

Keyboard synthesizers have been capable of such operations for a long time, but the guitar synthesizer has been in commercial use for only about three years. Along with Pat Metheny, Di Meola is one of its pioneers. "I can go out with a Sony two-track digital recorder, sample a guy hammering a hubcap, come back and feed it into the computer and make guitar music out of it. I'm able to use a whole spectrum of new sounds which have never before been available to guitar players."

Philosophically, glass-tapping hubcap-hammering music follows directly from John Cage, who has said: "I haven't yet heard sounds that I didn't enjoy, except when they became too musical." Nevertheless, old-fashioned as such attitudes may seem, some nostalgics pine for the days when Ben Webster sounded like Ben Webster rather than a digital sampling of Ben Webster.

"In the past," Di Meola responded, with no nostalgia whatever, "the personality of musicians was embedded in their own sound because they didn't have any other sounds at their disposal. Today new technology is making so many new sounds available to us, either you remain in the dark ages or you go ahead with the times. I'm going ahead."

Now that one operator can create sounds or noises of orchestral proportion, human instrumental sections are increasingly considered obsolete. Di Meola takes what is probably a realistic, if not terribly empathetic, view of the future of those who choose not to "go ahead."

"A lot of musicians are afraid they will be put out of work. Rightly so. These are people who take the bus from the suburbs to New York and read the financial page during an eight-bar rest. In a way they have only themselves to blame. Union scale for one musician per day in the studio is \$700. It's gotten out of hand. Their attitude is often anything but positive. And what if I don't like it once the date is over? Screwed. With a Synclav I can add, subtract and double, and have freedom to do all the crazy things I want to do without worrying about people's attitudes. But no machine will ever replace a great soloist."

Virtuoso musicians will not be put out of work. Only lazy musicians. Since he became a name with Chick Corea's Return To Forever, Di Meola has been known for speed. No guitarist could get as loud a cheer from as many people by spraying such an astonishing number of notes into a measure. His half dozen or so albums as a leader have been averaging 500,000 copies each.

Although he insists that "the Synclav doesn't play you, you play it," the machine appears to have had a positive effect on him. Now that he can create sounds along with hubcap-taps, in advance, Di Meola has in effect been able to program maturity into his software. Judging from the new album, and his concert in Paris at the Rex Theatre last week, his music has become more thoughtful, and better paced.

"It's a big temptation for an immature young player to fill in silence with a lot of notes. The beauty of this machine is the new space it provides. It has enchanted me. It has helped me move away from my technique-oriented music."

"That aspect of my playing brought me to prominence. When I went out on my own after leaving Chick's band I felt I had to compensate in that vein because my audience expected it of me. So for years I made music focused on fast technique. Now I'm interested in originality more than quantity of sound. I no longer want to be blown away by music. It's a whole new me."

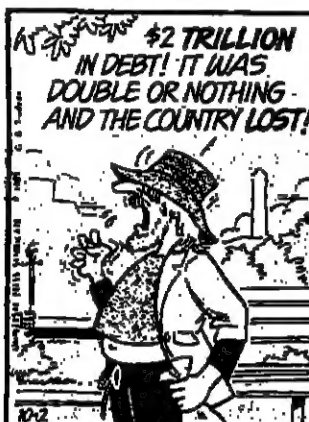
Chatsworth Estate Plans to Sell 300 Old Master Prints

Reuters
LONDON — About 300 Old Master prints from one of England's most important art collections are to be sold Dec. 5, according to Christie's, the auction house. The prints, from the collection of the Duke of Devonshire, include works by Rembrandt and Albrecht Dürer.

The duke's residence is Chatsworth, a country house and estate in Derbyshire, central England, which is under the administration of a charitable trust.

The trustees said the sale was necessary for the upkeep of the 12,000-acre (4,850-hectare) property.

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NYSE Most Actives				
Vol.	High	Low	Last	Chg.
IBM	123.75	123.50	123.75	+0.25
AT&T	49.75	49.50	49.75	+0.25
GE	32.75	32.50	32.75	+0.25
AmEx	27.75	27.50	27.75	+0.25
AmTr	27.75	27.50	27.75	+0.25
AmS	27.75	27.50	27.75	+0.25
AmE	27.75	27.50	27.75	+0.25
AmD	27.75	27.50	27.75	+0.25
AmF	27.75	27.50	27.75	+0.25
AmG	27.75	27.50	27.75	+0.25

Dow Jones Averages				
Open	High	Low	Last	Chg.
Indus	123.75	123.50	123.75	+0.25
Transp	123.75	123.50	123.75	+0.25
Com	123.75	123.50	123.75	+0.25
Fin	123.75	123.50	123.75	+0.25
Comp	123.75	123.50	123.75	+0.25

NYSE Index				
Open	High	Low	Last	Chg.
Indus	123.75	123.50	123.75	+0.25
Transp	123.75	123.50	123.75	+0.25
Com	123.75	123.50	123.75	+0.25
Fin	123.75	123.50	123.75	+0.25
Comp	123.75	123.50	123.75	+0.25

Tuesday's NYSE Closing

Vol. of 4 P.M. 130,248,000
Prev. 4 P.M. vol. 105,620,000
Prev. established close 124,724.00

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

Via The Associated Press

AMEX Diaries				
Class	Prev.	Chg.	Vol.	Chg.
Advanced	25.75	+0.25	100	+100
Advanced	25.75	+0.25	100	+100
Advanced	25.75	+0.25	100	+100
Advanced	25.75	+0.25	100	+100
Advanced	25.75	+0.25	100	+100

NASDAQ Index				
Class	Prev.	Chg.	Vol.	Chg.
Advanced	25.75	+0.25	100	+100
Advanced	25.75	+0.25	100	+100
Advanced	25.75	+0.25	100	+100
Advanced	25.75	+0.25	100	+100
Advanced	25.75	+0.25	100	+100

AMEX Most Actives				
Vol.	High	Low	Last	Chg.
IBM	123.75	123.50	123.75	+0.25
AT&T	49.75	49.50	49.75	+0.25
GE	32.75	32.50	32.75	+0.25
AmEx	27.75	27.50	27.75	+0.25
AmTr	27.75	27.50	27.75	+0.25

12 Month	High	Low	Stock	Div.	Yld.	PE	52 Week	High	Low	Open	Close
IBM	123.75	123.50	123.75	0.00	0.00	0.00	100	123.75	123.50	123.75	123.75
AT&T	49.75	49.50	49.75	0.00	0.00	0.00	100	49.75	49.50	49.75	49.75
GE	32.75	32.50	32.75	0.00	0.00	0.00	100	32.75	32.50	32.75	32.75
AmEx	27.75	27.50	27.75	0.00	0.00	0.00	100	27.75	27.50	27.75	27.75
AmTr	27.75	27.50	27.75	0.00	0.00	0.00	100	27.75	27.50	27.75	27.75

N.Y. Stocks Advance Broadly

United Press International

NEW YORK — Prices staged a broad advance Tuesday on the New York Stock Exchange in the heaviest volume since July 23.

Takeover stocks continued to grab investors' attention but oil and airline issues also advanced. IBM recouped recent losses and climbed back over the psychologically important support level of 125.

The Dow Jones industrial average rose 12.32 to 1,340.95. Broader indicators also gained. The New York Stock Exchange index rose 1.58 to 106.77. Standard & Poor's 500-stock index advanced 2.99 to 185.07. The price of an average share rose 49 cents.

Advances outnumbered declines by better than 2 to 1. Volume totaled 130.2 million shares, up from 103.6 million Monday.

"The market looked better," said Harry Villos of Suco & Co. in Palo Alto, California. He said that even though the market could test the 1,300-level on the Dow again, its advance of more than 10 points could prompt another gain.

"This week is crucial to whether the market will continue to go up or go back and test 1,300 again," he said.

The Federal Open Market Committee, the policy-making arm of the Federal Reserve, met Tuesday. Most analysts believe the Fed decided to maintain its current monetary policy.

The Commerce Department reported that U.S. construction spending in August rose 1.1 percent.

On the trading floor, Bell was the most active NYSE-listed issue, edging up 1/4 to 39 1/2.

Beatrice Cos. followed, adding 1/4 to 38 1/4 amid takeover speculation.

General Foods was third, unchanged at 118 1/4.

Stocks associated with takeover rumors made the sharpest gains.

Midcon Corp. was the session's biggest winner, rocketing 10 1/2 to 56 1/4 on rumors that a major oil company — possibly British Petroleum — might buy it. British Petroleum climbed 1 1/2 to 31 1/2.

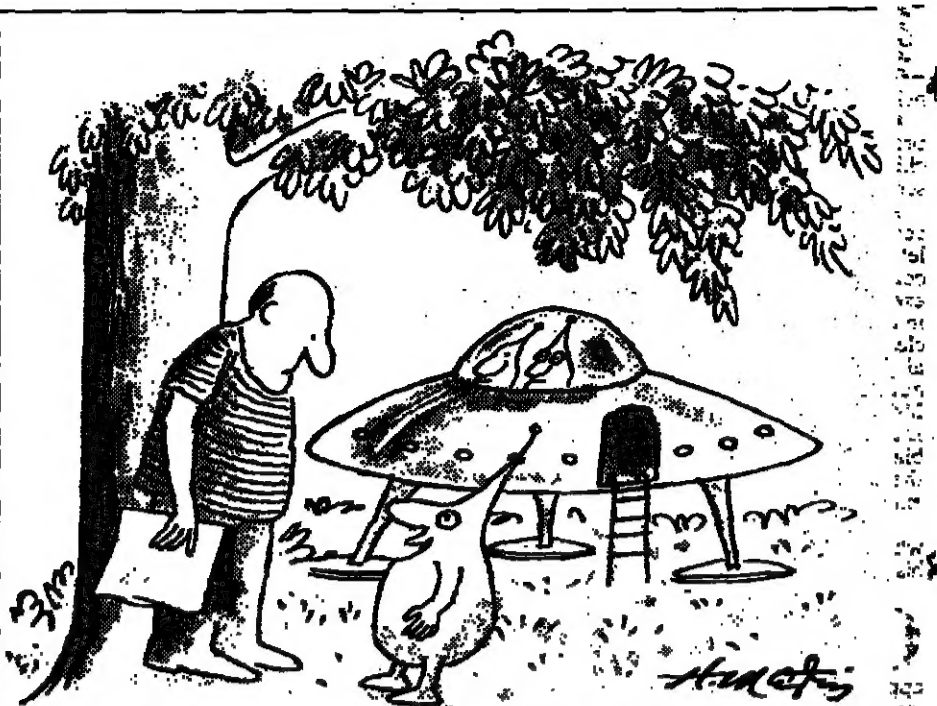
InterNorth, another natural gas company, rose 3 1/2 to 43 1/2.

CBS was another big winner, adding 6 1/2 to 116 1/2. Loews Corp. raised its stake in CBS to 11.1 percent from 9.9 percent. CBS said Loews Corp.'s actions are for investment purposes only. Loews (ex-dividend) added 1 1/2 to 44 1/2.

Richardson-Vicks climbed another 5 to 68 1/2 after jumping 10 Monday. After the market closed, the company said it would be acquired by Procter & Gamble for \$69 a share, confirming rumors that Procter had made a friendly takeover bid for the company. Richardson-Vicks had sought a "white knight" to counter an unfriendly bid from Unilever, which last week offered \$60-a-share for the drug company.

Revlon Inc. climbed another 3 1/2 to 50 1/2 after advancing 4 Monday. Friday Panty Pride offered to raise its bid for the cosmetics and health care company to \$50 a share if Revlon would drop anti-takeover measures. Panty Pride fell 1/2 to 6.

Takeover talk enhanced the value of other consumer product companies, traders said. Chesebrough-Pond's added 2 1/2 to 33 1/2. Campbell Soup climbed 3/4 to 42. Sara Lee advanced 2 1/2 to 45. Ralston-Purina added 1/2 to 46 and Quaker Oats rose 1/2 to 55.



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12 Month	High	Low	Stock	Div.	Yld.	PE	52 Week	High	Low	Open	Close
IBM	123.75	123.50	123.75	0.00	0.00	0.00	100	123.75	123.50	123.75	123.75
AT&T	49.75	49.50	49.75	0.00	0.00	0.00	100	49.75	49.50	49.75	49.75
GE	32.75	32.50	32.75	0.00	0.00	0.00	100	32.75	32.50	32.75	32.75
AmEx	27.75	27.50	27.75	0.00	0.00	0.00	100	27.75	27.50	27.75	27.75
AmTr	27.75	27.50	27.75	0.00	0.00	0.00	100	27.75	27.50	27.75	27.75

(Continued on Page 12)

1350 مواليد

Statistics Index

AMEX prices	P.18	Exchange rates	P.18
AMEX high/low	P.18	Gold market	P.18
NYSE prices	P.18	Interest rates	P.18
NYSE high/low	P.18	Market summary	P.18
Commodity prices	P.18	Options	P.18
Currency rates	P.18	OTC stock	P.18
Commodities	P.18	Other markets	P.18
Dividends	P.18		

WEDNESDAY, OCTOBER 2, 1985

INTERNATIONAL MANAGER

Chief Executives in Europe
Are Slow to Go Solo on TVBy SHERRY BUCHANAN
International Herald Tribune

PARIS — Not many European executives seem to have the size of Lee Iacocca's. Or if they do, they're being discreet about it. The U.S. chief executive of Chrysler Corp. went on television to sell his company's cars, and helped to turn the company around.

Getting on television or radio to sell your own or another's products is not yet a European executive sport. Examples of those chief executives who display their acting talents on the small screen are rare.

Ad agencies say that they worry that chief executives cannot act or that too few are recognizable to the general public at home. "In England, chief executives may be recognized in the City or by financial circles but very few by the general public," says John Boyes, accounts manager with McCann Erikson Advertising Ltd. in London, a unit of the big U.S. agency. "Some by their character could turn people off which could lead to severe embarrassment," he adds.

Ad teams would also rather push creative, expensive ads than what many ad teams view as dull shots of a chief executive doing his thing.

For some, the fear of terrorists makes a television role impossible.

ON THEIR side, executives in Europe have all kinds of fears about appearing on television. The fears range from attracting the attention of terrorists to not wanting to appear like a hard sell in societies that still frown on overt profit-making.

"We have trouble sometimes recruiting executives for commercials," says Marc Guellet of Ogilvy & Mather Ltd., the British subsidiary of the U.S. advertising agency that has the American Express Co. account. American Express launched its "Do You Know Me?" campaign in Europe in 1984. "Some chief executives don't want the publicity. A lot resist it because it creates the wrong image for them. It gives the idea that you are seeking notoriety for yourself rather than for the company," Mr. Guellet said.

But a brave few have ventured into stardom. Solo performers who sell their own products include Victor Kiam, chief executive of Remington Products Inc., the U.S. manufacturer of shavers. Although Mr. Kiam is an American, his television advertising campaign runs in 33 countries, including France, Britain and West Germany. He speaks in whatever the native tongue may be, including Japanese. "I'm a 29-second linguist," says Mr. Kiam, the sole owner of Remington Products. He bought the company in 1979 in a leveraged buyout.

Mr. Kiam's television commercial campaign started five years ago in Britain. Three years later, Remington Consumer Products Ltd., the British subsidiary of the U.S. company, ran an awareness test, asking 100 people off the street whom they could identify: Victor Kiam, Captain Mark Phillips, who is Princess Ann's husband, or Sir Freddie Laker, the air-traffic controller entrepreneur. Fifty percent recognized Mr. Kiam, 52 percent Captain Phillips and 48 percent Sir Freddie.

Many chief executives worry about the impact that a television appearance will have on their personal life. But according to Mr. Kiam, his television appearances have had a positive impact on his personality. For instance, when he is waiting in line and somebody jumps ahead of him he no longer shouts: "Get back to the end of the line." Instead, he politely approaches the person and says, "Excuse me, I'm here maybe you didn't notice it."

He adds: "If the guy is really insistent I don't push it. I used to

Currency Rates

Cross Rates	Oct. 1
Amsterdam	1.318
Frankfurt	1.318
London	1.318
Paris	1.318
New York	1.318
Porto	1.318
Tokyo	1.318
Stockholm	1.318
Switzerland	1.318
West Germany	1.318

Other Dollar Values	Oct. 1
Australia	1.318
Canada	1.318
Denmark	1.318
France	1.318
Italy	1.318
Japan	1.318
Netherlands	1.318
Sweden	1.318
Switzerland	1.318
West Germany	1.318

Interest Rates

European Deposits	Oct. 1
1 month	7.50%
3 months	7.50%
6 months	7.50%
1 year	7.50%

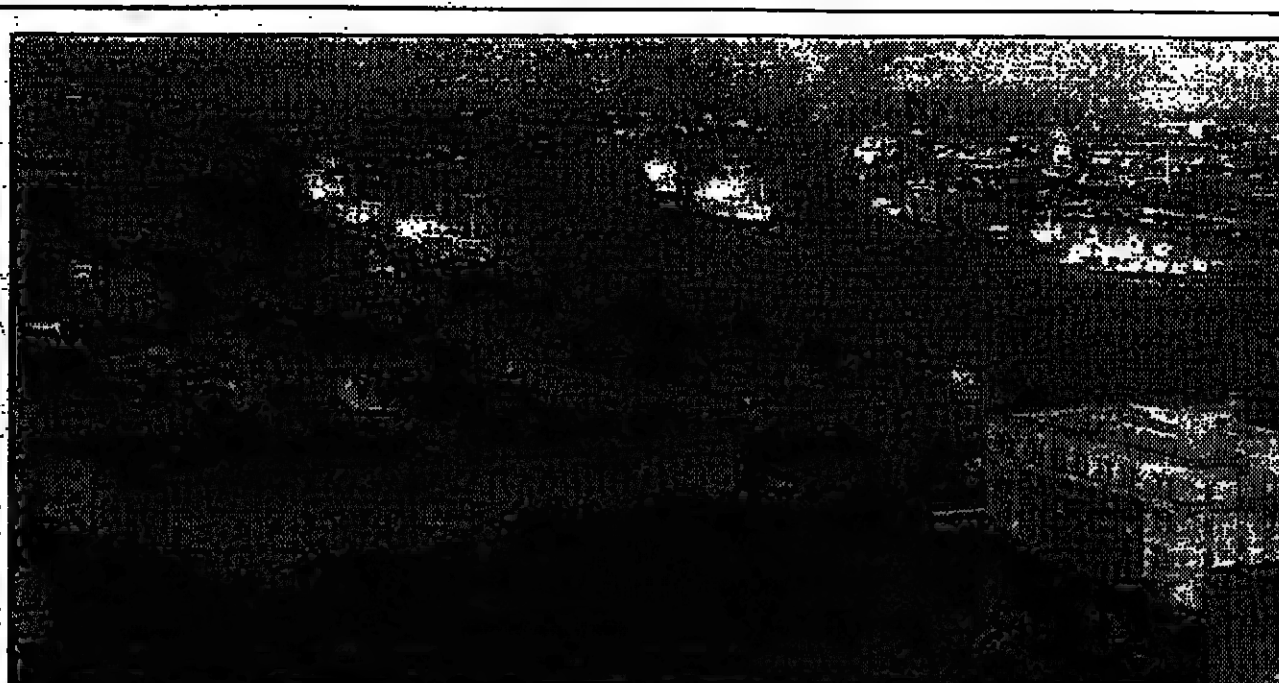
Key Money Rates	Oct. 1
United States	7.50%
France	7.50%
Germany	7.50%
Italy	7.50%
Japan	7.50%

U.S. Money Market Funds	Oct. 1
1 month	7.50%
3 months	7.50%
6 months	7.50%
1 year	7.50%

Gold	Oct. 1
1 ounce	350.00
100 ounces	35,000.00

Markets Closed	Oct. 1
Amsterdam	1.318
Frankfurt	1.318
London	1.318
Paris	1.318
New York	1.318

Financial markets were closed Tuesday in South Korea for a holiday.



The port of Shanghai, once Asia's most important trading crossroads, and the Huangpu River

China Aims to Revive Shanghai's Importance

By Leonard Silk
New York Times Service

SHANGHAI — The horns of the ships on the Huangpu River still wake visitors in the night. Crowds still parade along the Bund, the riverfront boulevard, admiring the view. The buildings of the great banks and mercantile houses and hotels of the Hongkong & Shanghai Bank, the Bank of China, the Central Bank, the Communications Bank, the Farmers Bank, the Oriental, the Agra, the Mercantile and the huge Sassoon House — still line the quay.

But the Sassoon House is now the Peace Hotel, and the financial and mercantile palaces are all occupied by the Communist Party and government bureaucrats.

The old Shanghai — a crossroads for international commerce as Asia's premier banking and trading center and an outpost for some of the West's less savory practices — is long since dead, a victim of the Communist takeover of 1949.

Now, however, Chinese leaders, both in Shanghai and in Beijing, regard Shanghai's commercial revival, and its old vitality, as essential to China's economic development and emergence on the world stage. But they want the old days back without the vice and

corruption they associate with capitalism, and free of foreign dominance.

Capitalism's vices flourished in the old Shanghai. The city was not only a market for the foreign powers to dump opium and other goods; it was the official guide of the China Travel and Tourism Agency says, "but also a base of operation to rob Chinese agricultural products and raw materials, exploit cheap labor and carry on colonial rule."

The changes wrought by the Communists since 1949 have been dramatic.

Xia Hua Yi, an editor of Liberation Daily, the organ of Shanghai's Communist Party, said: "Before liberation, Shanghai was a multifaceted city. But after liberation, the task the state assigned to our city put more stress on the development of industry."

He added: "For a long time, Shanghai supported the economy of the whole country as one of its jobs. It produced one-ninth of the entire industrial output, one-sixth to one-seventh of the country's total revenues. The state asked Shanghai to contribute more money, more output and more talented people to the country."

But, in his view and that of many others, the other vital functions of Shanghai — and the city itself — were neglected.

Housing decayed and very little new construction was carried out. With the city growing from 7 million in 1949 to 12 million today, overcrowding has become intolerable. Bicycles and pedestrians choke the streets, along with a relatively moderate amount of vehicular traffic. And public facilities are hopelessly inadequate in a city where millions of families live in single rooms without toilet facilities.

Despite such problems, the talk in Shanghai is optimistic these days and there appears to be a willingness to experiment in the search for solutions.

Li Ru Xing, director of the department of finance and banking of the Shanghai Institute of Finance and Economics, feels that Shanghai needs more economic freedom from the cautious bureaucrats. He wants the city to have some "independent" banks — independent of direct state control — in order to invigorate the economy. "There was far greater vitality here before 1949," he says.

The major purpose of the "open door" policy of Deng Xiaoping, China's paramount leader, is in Mr. Li's view "to make total supply equal total demand, and end the economics of scarcity." The policy is designed to

(Continued on Page 19, Col. 2)

Richardson Accepts Procter & Gamble Bid

Compiled by Our Staff From Dispatches

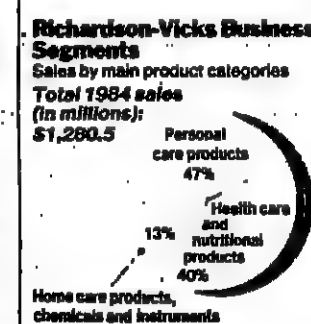
NEW YORK — Procter & Gamble Co., the U.S. soap and food giant, and the maker of Vicks' cold remedies, Richardson-Vicks, announced Tuesday that they have agreed to merge in a transaction worth about \$1.2 billion.

The agreement for Procter & Gamble to acquire Richardson-Vicks for \$69 a share came amid intense speculation that Richardson-Vicks had found a friendly suitor to defend it from the hostile takeover attempt of the British-Dutch conglomerate, Unilever NV.

Nonetheless, the speedy announcement of a definitive merger agreement came as a surprise since several other concerns also were reportedly bidding on Richardson-Vicks. News of the agreement sent shares of Richardson-Vicks up \$3 on the New York Stock Exchange to close at \$68.50.

The agreement specifies that Procter & Gamble will initiate a cash offer as soon as possible for all remaining issued common shares of Richardson-Vicks to be followed by a cash merger at \$69 a share.

Richardson-Vicks granted Procter & Gamble an option to buy



4,381,904 common shares at \$69 each, and Procter & Gamble agreed to buy an additional 6,334,226 shares from members of the Richardson family, related trusts and a company stock ownership trust.

The companies said that when the purchases and options were exercised, Procter & Gamble would own 48.9 percent of Richardson-Vicks — just short of a controlling interest.

However, Procter & Gamble also received an option that can be exercised under special circumstances — presumably if it appeared it was short of gaining control — to buy additional shares of Richardson-Vicks for \$69 each.

Tuesday's agreement makes Richardson-Vicks a wholly owned subsidiary of Procter & Gamble.

The combined sales of Procter & Gamble and Richardson-Vicks in the financial year that ended June 30 would have been \$14.77 billion. That would have been slightly less than the combined sales of another just-completed merger — General Foods and Philip Morris — that was announced last Friday.

Humphrey Sullivan, a spokesman at Unilever's offices in New York, said his company would have no comment until after it studied the agreement between Procter & Gamble and Richardson-Vicks.

Richardson-Vicks had been to be considering at least three friendly takeover bids as it continued its effort to ward off the hostile advances of Unilever, Colgate-Palmolive Co. and Pizer Inc. were among the companies said to be interested in Richardson-Vicks in addition to Procter & Gamble.

Through its U.S. subsidiary, Unilever offered \$60 a share, or about \$1.1 billion, for Richardson-Vicks if its directors did not fight the bid. Unilever also offered \$48 a share, or about \$850 million based on 17.7 million outstanding shares.

Both the management of Richardson-Vicks and members of the Richardson family opposed Unilever's offer and they aggressively fought back company stock.

The merger agreement with Procter & Gamble came four days after a federal judge ordered Richardson-Vicks not to issue a special series of preferred stock that was to carry extra voting rights. The shares would have given five votes to each holder of Richardson-Vicks's common shares as of Sept. 27, but would have lost the extra votes if they were sold.

The stock issuance was one of several defensive measures planned by Richardson-Vicks to thwart Unilever, which is the world's largest producer of consumer products.

U.S. District Judge Richard Owen ruled late Friday that the stock issuance would violate the laws of Delaware, the state in which Richardson-Vicks is incorporated. He said that under Delaware law such a move would need shareholders' approval, which the company had not sought.

The judge said the preferred stock could not be issued until after a trial.

(Reuters, AP)

Mexico Lenders
Agree to Defer
Debt Payment

By Alan Wheatley

NEW YORK — Mexico's bank advisory committee has agreed to postpone for six months a \$950-million principal repayment that was due Tuesday, a Citibank official said Tuesday.

William R. Rhodes, co-chairman of the 13-bank committee, said the banks agreed to defer the payments due Tuesday and Nov. 4 until "developments within the next few months clarify Mexico's overall financing requirements."

Banking sources said earlier Tuesday that the \$950 million will now count toward \$2.5 billion in new loans that Mexico is seeking to see it through 1986.

In return for the new loans, Mexico committed itself to seeking a new 15-month standby loan agreement with the International Monetary Fund, the sources said.

Mexico already has a three-year extended credit facility with the IMF worth \$3.5 billion. But it recently fell out of compliance with the fund's economic targets, making it ineligible to draw the \$900 million still outstanding.

Because of capital flight and declining oil revenues, Mexico's foreign-currency reserves have dwindled from \$8 billion at the end of 1984 to a little over \$3 billion currently, well below target. Bankers said, in addition, the country now faces the task of rebuilding after last month's earthquakes.

According to banking sources, Mexican officials told the committee that they did not intend to renegotiate the country's \$48.7-billion multiyear rescheduling agreement.

Bankers said, however, that it was already clear that the pact will have to be amended.

As part of the first half of the rescheduling, which covers \$28.6 billion, Mexico agreed to prepay \$1.2 billion of a \$5-billion loan extended in 1983. It made the first \$250-million installment in early January.

"We're not happy about not getting the prepayment, but we're pragmatic," one member of the advisory committee said.

The agreement to amend the re-

Baker Promises
New Debt Plan

United Press International

WASHINGTON — U.S. Treasury Secretary James A. Baker 3d said Tuesday that he will unveil a major new initiative in South Korea next week to help the most debt-burdened developing countries.

Mr. Baker summoned the nation's top banking executives to a Tuesday night meeting to explain details of the proposal. The meeting came on the eve of Mr. Baker's departure for a session of the World Bank and the International Monetary Fund in Seoul.

Mr. Baker said that the current case-by-case approach to debt repayment, in which economies are kept afloat through extraordinary loan reschedulings and extensions, "has been successful in many respects, but it has worked now for three years and we need to build upon it."

Scheduling will require unanimous approval of Mexico's banks, a process that could take months. In a bid to streamline the process, Mexico said it would like the new credits to be drawn from its 100 or so primary lenders.

Such a move would be a sharp departure from the principle of worldwide participation, which has been a cornerstone strategy for handling the debt crisis in the past three years.

According to bankers, current plans call for the banks to provide their loans in the form of co-financing with the World Bank and the Inter-American Development Bank. Mexico hopes that the two institutions together will provide it with \$800 million net in 1986.

Mexico also hopes to receive about \$1 billion from the IMF in 1986, or about \$800 million net. In addition, as previously reported, the United States will provide \$1 billion in loans to finance agricultural needs.

GATT Agrees to U.S. Stance
To Include Services in Talks

Washington Post Service

GENEVA — The General Agreement on Tariffs and Trade agreed Tuesday to begin talks on a new round of world trade negotiations after the United States threatened to walk out unless trade in services was included.

"In a spirit of compromise," Brazil and India, the two main opponents of the inclusion of services in a new round, said they would agree to an agenda that permitted discussion of any subject that any member wanted to raise during the three-day special session.

The deputy U.S. trade representative, Michael B. Smith, hailed the action as a victory.

"We wanted an agenda which permitted anyone to raise any issue they wanted, and we got one," he said. "That means we can discuss

services and we certainly intend to do so."

The special session of the members of GATT, the first in the organization's history, was called at the insistence of the United States after the regular consensus procedure had failed to produce agreement on a U.S. demand that services be included in the new round.

The United States was backed 65-35 in its bid for the special meeting, which began Monday.

"We have 60 days to get this show on the road," Mr. Smith told reporters in a reference to the regular November meeting of GATT members, which will have to formally decide on a new round next year. "If we don't have an agreement by then, then we're going to look at the whole trade situation more closely."

IMF Urges Bonn to Focus on Tax Cut

By Warren Geller
International Herald Tribune

FRANKFURT — A confidential International Monetary Fund report on the West German economy says there is "both scope and need for directing policies toward the strengthening of domestic demand" by the Bonn government.

The report emphasizes that greater priority must be placed on reducing tax rates rather than on further reductions of the budget deficit.

According to sources familiar with the report who spoke Tuesday on the condition they would not be identified, the document also questions whether a tightening of West German money-supply growth targets by the Bundesbank to a 3-to-5 percent range this year, from 4 to 6 percent in 1984, is fully justified.

The IMF's annual meeting starts next week in Seoul, South Korea, after preliminary meetings beginning Wednesday. The sources said the need for West Germany, as well as Japan, to provide further support for world economic recovery will be a key topic for discussion during the fund's interim meeting on the global economic outlook.

Tax policy, specifically the lowering of marginal income tax rates for individuals and corporations, is seen by IMF officials as the key area where West Germany could be making faster progress. But the report does not call for the moving forward of a planned 20-billion-Deutsche-mark (\$7.5-billion) across-the-board tax cut slated for 1986 and 1988, as has been urged by a host of West German economic research institutes and Bonn's own council of economic advisers.

Finance Minister Gerhard Stoltenberg has said he will introduce a

set of measures aimed at lowering tax rates in West Germany, but these measures would not take effect until after the national parliamentary elections in early 1987. He has rejected calls to consider changing the timing of the tax cut legislation passed by parliament earlier this year.

Discussions within the IMF surrounding the report have focused on the question of whether the pace of the West Germany recovery, projected by Bonn to show 2.5 percent annual growth for 1985, is sufficient to be self-sustaining should the external stimulus from the U.S. economy fade with a weaker dollar.

Moreover, sources said, West Germany's contribution to growth in the Less Developed Countries has been questioned as being too little at IMF's executive meetings. Mr. Stoltenberg said recently that West Germany will show a 10-percent increase in overall imports this

year, but may lift its intake of imports from the developing world by 16 percent.

The IMF report also points to the need to remove rigidities in the domestic economy, particularly in the labor market. But as one source put it, "If the German government continues to say it takes time to overcome rigidities in the labor market, they are going to have to look for another way to deal with the problem."

For further details, please call: Zurich Ph (1) 814 37 00 Tlx 56 192 Head Office: Geneva Ph (2) 27 84 32 Tlx 335 475 Ph (22) 98 45 10 Tlx 289 166 Madrid Ph (1) 259 32 24 Tlx 44 172

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ADVERTISING SECTION

ADVERTISING SECTION

Part One of a two-part section.

A report from the travel
and duty-free industries to discerning travelers

VOYAGE

At the Frankfurt Inter-Continental Lufthansa has installed a check-in counter.



Flight Service Begins in the Hotel Lobby

"It's just about the easiest airport transfer in the world," smiles a very satisfied businessman, starting at his hefty suitcase, case of samples and attaché case being toted by a young bellboy. "Here at the Inter-Continental, the luggage stays with you for merely twenty steps—the distance from the cashier's cage to Lufthansa's check-in desk, which is also located here in the hotel foyer."

The Lufthansa concept of checking in airline passengers in a hotel lobby has been being tested in the Frankfurt Inter-Continental since last February. The passenger turns over his baggage to the airline, can buy and pick up his ticket, gets his boarding pass plus seat assignment and can go directly to the duty-free shops and the departure lounge upon arrival at the airport. Lufthansa takes responsibility for getting the luggage to the plane, and on to its ultimate destination.

Early in 1986, the decision will be made on expanding this Lufthansa service to its clientele, which last year totaled some 7.7 million passengers worldwide. The betting is that hotels in Frankfurt, Munich, Hamburg and Düsseldorf affiliated with Lufthansa will soon be sprouting new ticket offices in their foyers.

Germany's national carrier is obsessed

with upgrading the services it provides to passengers. Next April it has plans to replace its Economy section in European flights with an upgraded service that will march the Business Class services of most other airlines. There is talk of an increase in seat pitch to 34 inches. Claims Lufthansa chairman Heinz Ruhnau: "We are going to have seating comfort which will be in line with the Business Class of our competitors."

These more comfortable seats will mean fewer seats in some planes, a load-factor loss that no profitable airline takes lightly. "There are certain routes where the loss of seats can be compensated for by using larger aircraft or higher frequencies," Ruhnau explains.

No marketing name has yet been given to the new, higher-level Lufthansa service. It is being designed after long and exhaustive researching of the needs of the frequent travelers who are the backbone of Lufthansa's global business. "We have asked our passengers what they want," explains Executive Board Member Frank Beckmann, "and they have told us they don't care who is sitting next to them as long as they are satisfied with what they get. Our share of full-fare passengers is higher than our competitors', and their needs are our priority."

Getting to and from the Frankfurt airport swiftly is always a major passenger

Duty-Free Buyers Gather in Nice

In the duty-free industry, Merry Christmas greetings sometimes seem to sound loudest in October. That's when the trade's suppliers and buyers gather for their largest annual conference of the year, putting on show the luxury items, the bottles, the gift packs that will flood into duty-free shops worldwide for Christmas and on into the selling year.

For the past dozen years, the annual autumn tax-free show has been held under the auspices of what is considered to be the bible of the business, the publication "International Tax-Free Trader," published in suburban London.

This year, however, things are different. The industry has opted to organize its own show, and the publication has decided not to contest the reorganization, throwing its support behind an exhibition that is being billed as "run by the trade for the trade." It is not for profit, and if the organizers end up with a surplus of funds, the money will be plowed into next year's show.

"Tax Free World '85" is now in full swing in Nice. More than 450 companies are manning stands in the Nice Acropolis. Leggy models are daubing perfume on more than 1,000 representatives from airports, airlines, shipping companies and retail outlets who are prowling up and down aisles of booths trying to decide which brands to stock in the months to come. Tiny bottles of dozens of different liquors are being sampled. Advertising backdrop campaigns are being described and delivery dates discussed. Spread out over 6,000 square meters (7,200 square yards), sellers are wooing buyers on three different levels of the hall.

concern. That's why in 1982 Lufthansa introduced the Airport Express rail link, sending four trains a day between Frankfurt and Düsseldorf, with stops at Bonn and Cologne. Homeward-bound passengers can pick up their luggage at the train stations, having avoided the hassle of carrying it out of the airport and onto the train. Close to 115,000 Lufthansa passengers took the Airport Express last year. If negotiations go well with the German railways, Lufthansa may soon be able to announce an extension of the service to Stuttgart and Nuremberg.

Lufthansa continues to offer its passengers a large selection of reading matter on every flight. This comprises some 200 different newspapers and magazines in German, many titles in English and numerous publications in Japanese, Arabic and other languages. Lufthansa pays 10 million Deutsche marks a year for this reading matter, given away free to passengers. And for sipping while reading, there is an extensive selection of more than 50 different beverages. It all adds up to an annual cargo equal to that carried by a 55-plane fleet of 747 jet freighters.



The massive business of airport duty-free shops (left) started almost four decades ago with a single Irish saleswoman in Shannon (above).

Liquors are the largest category of exhibitors, taking up about 40 percent of the space, with perfumes not far behind. Gift items are featured in about 15 percent of the stands, tobaccos in about half that number.

"It's not just on the exhibition-hall floor that business gets done," says one longtime veteran of the duty-free wars. "These executives are all frequent travelers, so they're seldom all under one roof at one time. If you have something to sell, this exhibition offers a golden opportunity to make an impression on a large number of them without chasing all around the world to do it."

Entertainment is lavish and designed to impress. At previous duty-free trade shows, exhibitors have chartered yachts to moor close to the exhibition hall for on-board entertaining. Vintage railway cars from the Orient Express have been rolled into town especially for a firm to use as an entertainment venue. The Camel Club, sponsored by the cigarette firm, is a late-night rendezvous where many of the delegates wind up after the exhibition's official schedule of events has drawn to a close.

When the delegates aren't trading with one another on the exhibition-hall floor, they may be playing golf in the show's

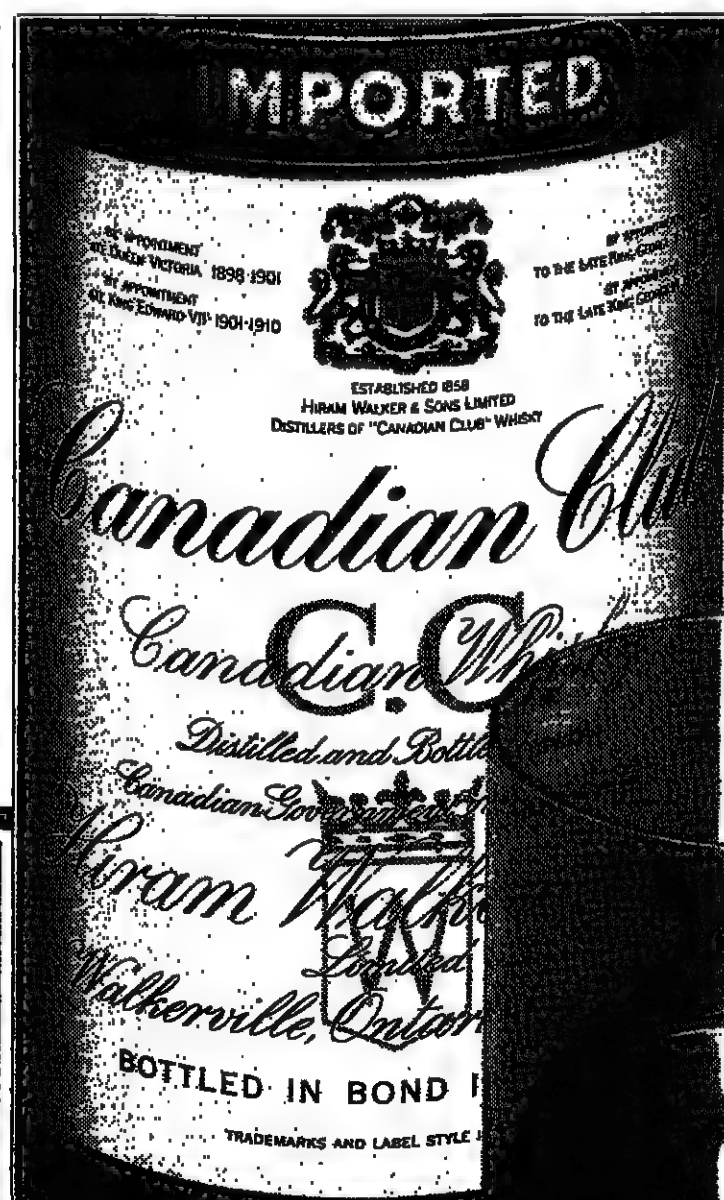
official tournament, picking up prizes at its annual awards ceremony, attending dozens of official and unofficial cocktail parties and participating in an afternoon-long duty-free conference with speakers from British Airways, the O'Hare International duty-free shops and British Caledonian, among others, covering the major issues that confront the duty-free trade today.

It's a big show about a big and growing business. When the exhausted delegates break after their week in Nice, tottering home with suitcases full of product samples, they'll have fixed in their minds what will be offered in duty-free shops this coming Christmas and on into 1986.

Canadian Club. Lighter than Scotch, smoother than Bourbon.

The smooth and distinctive taste of Canadian Club is appreciated all over the world. Enjoy Canadian Club, neat, on the rocks or mixed to your taste.

Canadian Club. Since 1858.



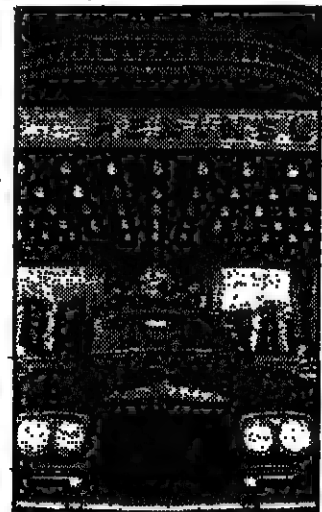
On the MOVE

Global News from the Travel Industry

For the non-Japanese-speaker, Tokyo is one of the world's toughest cities to navigate. However, the traveler's salvation is the new 132-page "Nissan Guide to Tokyo and Its Environs." The auto-manufacturing giant signed up a team of Tokyo-based foreign correspondents to write the guidebook, and they've crammed in plenty of no-nonsense, down-to-earth advice. Cost is 100 yen plus packing and shipping, and copies may be ordered by writing to: Nissan Guide Clerk, Standard Advertising Inc., Sumitomo Fubashi Shimobashi Bldg., 1-11 Hamamatsuchu, 1-chome, Minato-ku, Tokyo 105, Japan. Tel. 03 434 8181.



Bangkok's Dusit Thani skyscraper hotel is intent on keeping its business-traveler clientele plugged in. It's the first Thai hotel, indeed one of the first in Asia, to offer guests the use, in their rooms, of Apple II or IBM microcomputers, complete with software. Previously the hotel pioneered in offering guests access to the latest-model facsimile transceiver, which can send copies of documents, engineering drawings and other renderings anywhere in the world instantaneously. For information on the electronic office tools available at the Dusit Thani, telephone Bangkok 233.1138.



Quite a few extras come with the Peninsula Hotel's plush Marco Polo suite, with its two twin bedrooms with bathrooms, its lounge with an unmatched view of Hong Kong's harbor, its dining room and guest powder room. A 24-hour valet service comes with the suite. So does complimentary airport transport (coming and going), plus unlimited personal use of one of the hotel's nine chauffeur-driven Rolls-Royce Silver Shadow IIs. Suite prices, by the way, start at \$1,089 per night plus service and taxes. For reservations at the Peninsula in Hong Kong, or any of the nine other Asian hotels in the Peninsula Group, telephone Hong Kong 3-679111.

For those who have a tough time remembering which airlines are offering which bonus miles for staying in which hotel or dealing with which car rental company, help is now at hand. The Frequent Business Travelers Club has summarized a good many of the complex airline plans in a slender, pocket-sized, 36-page booklet: "Frequent Flyer Bonus Programs." For your free copy, send your business card to: Frequent Business Travelers Club, 8-10 Duddell Street, G.P.O. Box 5814, Hong Kong. Tel. (852) 5-219 111; Telex 65669 FBTC HX.

Just four days ago, Paris's long-awaited Picasso Museum opened its doors. It's a treasure house of 229 of the master's paintings, 137 of his sculptures, 34 paper collages, 85 ceramic pieces and over 3,000 of the prints he created from 1901 until his death in 1973. In addition to his own works is a display of his personal collection: works by Cézanne, Degas, Matisse, Rousseau, Derrain and Balthus, plus some primitive art. The museum is located in the Hotel Solé, 5, rue de Thorigny, in Paris's historic Marais district.

"Mit einem neuen Superlativ wartet Canon jetzt auf: Der größte Hersteller von Spiegelreflexkameras präsentiert die Canon MC, apostrophiert als 'kleinste Autofokus Kamera der Welt'."

'Color Foto' in Germany wrote this about the latest compact to come out of Canon.



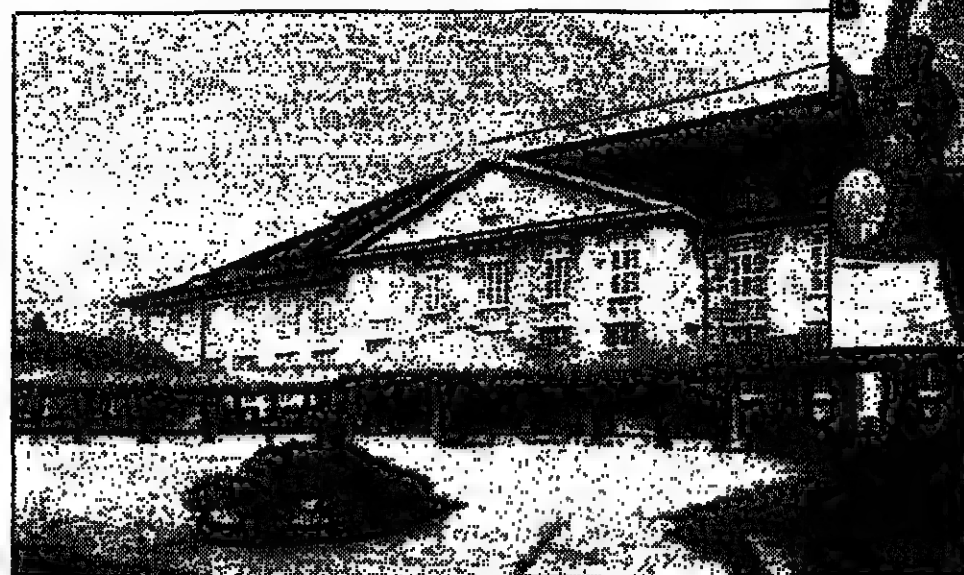
Canon MC

Another Successful Year for Germany's Sparkling Wines

The roly-poly god Bacchus sits astride a barrel here in the vaulted cellars of Henkell & Co., makers of the most famous sparkling wine in the world. A goblet is clutched firmly in the tipsy god's right hand. And these days, it's overflowing with good news for Henkell, which now has established a firm marketing foothold for itself in more than 90 countries.

"After champagne," says Dieter Ballo, Henkell's export manager, "German sparkling whites lead the way in consumer preference. We've carved out this market by working long and hard on duty-free sales in particular. Henkell Trocken, our brand leader, now outsells all other sparkling white wines in the world in duty-free stores."

The term champagne is protected by law in most countries (the United States is a glaring exception). It can only be used to denote French wines bottled in a specific area some 90 miles northeast of Paris around the village of Epernay. So German sparkling whites, bottled just a few hundred miles away and using many of the same techniques, can't legally be termed champagne. They're called *sekt* instead, and Henkell is the un-



Henkell's palace-like Wiesbaden HQ (left) is a home for Bacchus and his casks of wine (above).

challenged brand leader in the global *sekt* market.

Can a drinker tell the difference between a good champagne and a good *sekt* in a blind tasting? "We think our product is every bit as good if not better than champagne," says Ballo. "But you have to hand it to those French wine-makers. They've somehow convinced much of the world that their champagne is in a class all by itself."

Nor that Henkell and the other German makers of *sekt*

spend much time worrying about the French market share. They're too busy turning German grapes into quality bubbly to concern themselves about the competition.

Good wine is usually the product of a strong sense of tradition, and there is plenty of that in the magnificent house of Henkell. The face of Adam Henkell, who led the house through its earliest years until he died in 1866, stares out from a portrait, the huge white cravat of the era making him look

almost like a piece of the vine. Rudolf Henkell, next in line, is pictured in his late-19th-century beard. The company then passed into the hands of Karl and Stefan and finally today's very active Otto Henkell, aged 62.

The firm's headquarters is best described as a palace. A vine-trimmed walkway leads visitors into the central hall, a massive two-story room lit by a crystal chandelier. Twin staircases carpeted in blue sweep up to a marble balcony, turning the lobby.

One can imagine Handel or Beethoven playing for a royal court in this room, and indeed Henkell regularly stages something similar. Each year it presents a prestigious series of concerts, ensemble performances,

recitals and plays in this gold-trimmed hall, always to full houses. Naturally, each performance also involves the delight of sampling some of Henkell's products as well.

Sekt tastings are encouraged by Henkell, and groups of visitors are regularly shown through the building, learning how Henkell has perfected its 153 years' experience in making fine sparkling white wine. Each tour inevitably ends with a tasting in the huge vaulted cellar of the house, with its massive wine casks. There the visitors meet up with Bacchus astride his barrel. And they, like him, happily hoist a glass.

For details on taking a tour of Henkell, telephone Wiesbaden, West Germany: (061) 21-63-33-50.

Winners take all.

U.K., Gold Medal, Birmingham, Motor Show, October 1984

France, Prix de la Sécurité, March 1985

Germany, Golden Steering Wheel, November 1984

Ireland, Irish Car of the Year 1984, December 1984

Denmark, Danish Car of the Year 1985, December 1984

Norway, Norwegian Car of the Year 1985, December 1984

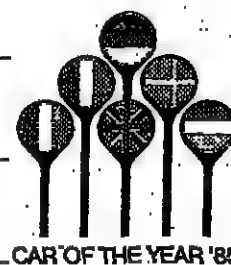
Spain, Import Car of the Year, January, 1985

Spain, Ladies Car of the Year, January, 1985

Belgium, Golden Claxon, January 1985

Italy, La sportiva dell'anno, January 1985

Europe, Car of the Year 1985, November 1984



CAR OF THE YEAR '85



We were pleased when we won the European "Car of the Year" award for 1985 with our brand new Opel Kadett and Vauxhall Astra models. And we were delighted when we picked up almost all the other major automobile awards this year. Delighted — but not surprised. Because our General Motors Passenger Cars' European market performance this year has demonstrated that Europe's car buyers have been voting for us with their cheque books. In the first half of 1985, General Motors sold more Kadetts and Astras than ever before; in fact, overall, we delivered 30% more cars than the previous year. Opel is the leading make in 5 European markets and a growing number 2 in four more. In the U.K., the Vauxhall marketing thrust continues with another record breaking market achievement. In fact, the GMPCE brands sell better in more markets than any of our competitors. To understand why, call in at any of the 6500 GM dealers in Europe.

OPEL  **VAUXHALL**
General Motors Passenger Cars in Europe

Whisky Firm's Contest Prompts 12,000 Entries

"The envelope, please."

That's what Canadian Club will be saying at a London press conference at the end of this month, when it announces the British winners in its unique Uncommon Challenge contest.

"The winners won't get lavish prize money nor expensive trophies," admits Cary Carmell, a spokesman for the firm. "What we'll give them instead is full backing to live out their wildest dreams."

And what dreams. Earlier this year, Canadian Club circulated bar coasters, posters, literature and entry forms to clubs all over Great Britain and Ireland. Humorously, capitalizing on the contest, the brochure spelled out the contest: You tell us what fantastic challenge you'd like to tackle. We'll select the most exciting and fund your effort.

"We were deluged with responses," Carmell reports. "More than 12,000 to date. And this is just from Britain and Ireland; two small countries here in northwestern Europe."

When Canadian Club takes the challenge globally next year, the number of entrants worldwide could be really staggering.

The entrants entertain wild dreams. John Taylor, a British architect, wants to live the P.G. Wodehouse story "The Long Hole" by driving a golf ball the

length of the British Isles. He estimates "12,000 strokes should be par, give or take a few."

Jim Gavin of West Sussex has founded the Lawn Mower Racing Association, and his speed-mad team hopes to stage a grassy grand-prix against American mower men in the United States.

Well-known sporting names have entered, as well as men-in-the-street. Britain's prestigious Leander Boat Club, headquartered at Henley, has asked to send one of its crews rowing across the Hellespont in Turkey, planning not to drown as did the mythical Greek hero who gave the club its name.

Hiram Walker will be investing almost \$200,000 to help its winners live out their fantasies. Dreams don't come cheap. But it will be money well spent for Canadian Club if it builds brand recognition at club and pub. And for the contest winners, it means the adventure of a lifetime.

The British contest is now closed, and entries are being studied. For information on when Canadian Club's Uncommon Challenge Competition may be opening up elsewhere in the world, write: Canadian Club Uncommon Challenge, P.O. Box 41, Blackpool, Lancashire FY1 3LD, England.

Deinhard

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Deinhard & Co.

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ADVERTISING SECTION

ADVERTISING SECTION



The Ultimate Home Moviemaker

It weighs approximately two kilos (five pounds), runs on everything from a car battery to the household main, focuses automatically and threatens to turn an entire generation of business executives into do-it-yourself Hitchcocks and Fellinis.

The just-introduced Canon VM-E1 — trade-named the Canovision 8 — is everyman's hand-held videotape camera, a device that uses a computer to analyze lighting and select lens openings and an infrared beam to determine focus. All the holder has to do is load, aim and shoot, with the result: brilliantly clear, well-focused color video.

Every executive on the road has had the experience of hearing a testimonial from a satisfied customer that he wished he could record on tape for marketing re-use. Or has seen a hitch in the manufacturing process which, if it could have been

recorded on tape for replay, would have been easy to solve. Or has seen customer reaction at the point of sale which, if captured on tape, could become the lead-in to a valuable sales training film. Now, capturing each of these moments on color tape is possible, thanks to Canon's easy-to-carry video camera. It may become as much a part of an executive's travel gear as a well-bartered attaché case.

This remarkable new all-in-one device is, in essence, both a zoom-lens television camera and a VCR. The new 8mm cassette it takes is hardly bigger than the one used in a car stereo, yet for up to 180 minutes it records in unmatched clarity of color. An array of buttons on the side of the camera permits an instant review of the last five seconds of each shoot, and whole segments can be rewound and viewed instantly through the camera's viewfinder. No need to send film to a lab for processing.

When staff or family viewings are desired, it's possible to plug the camera right into the back of an ordinary television set and project the tape immediately.

Along with the normal accessory kit bag of long and wide-angled converters and assorted filters, Canon offers the CG-E1 Character Generator, essentially an electronic title creator. The camera operator can print directly onto the tape everything from a title frame to captions to the end as the tape draws to a close.

"It's the ultimate home-moviemaking device," observes Canon's Yasunori Morimoto. "It gives the customer a great case of use, coupled with portability and excellent results. In short, we think it's a smashing product, a real winner in every sense."

Your local photography shop should have the Canovision 8 in stock before Christmas.

Air and Sea Passengers Making German Chateau Wines Duty-Free Favorites



"If you want to meet the man who launched all this," says Carl Tintelnot, export marketing manager for Deinhard & Co., producer of some of Germany's finest wines, "you'll have to go to Nuremberg. He was a 17th-century wine merchant named Hanns-Christof Deinhard, and you'll find his portrait, wineglass clutched to his bosom, in a museum there."

His descendant, Johann Friedrich Deinhard, came here to Koblenz to start a wine business in 1794, and even though he was only 22, he succeeded. Deinhard has been in wine ever since.

Sure enough, the bearded, velvet-robed Hanns-Christof does peer out at the world from a wall in Nuremberg. The company that carries his name has levered itself up into the top rungs of international wine-making over the past 191 years. The firm is still family-owned and still ages much of its wine in vats three stories below the simple green-and-white offices facing a town square quite logically called Deinhardplatz after Koblenz's most widely distributed product.

"Size is not important to us," Tintelnot explains. "We're not the biggest wine producers in Germany. But we've become



(Above) Deinhard's historic headquarters in Koblenz.

(Left) Portrait of Hanns-Christof Deinhard, founder of the wine dynasty.

increasingly pouring Deinhard into passengers' glasses. Lufthansa, Air Canada and Northwest Orient are serving the Lila; Pan Am, American Airlines, British Airways, Cathay Pacific, Eastern, Varig and CP Air dispense Deinhard Rieslings.

Deinhard's success story in the air is matched in duty-free shops on the ground. "A few years ago," says Tintelnot, "you couldn't find wine in any airport or shipboard duty-free shops. They sold spirits, liqueurs, brandies only. But that's all changed now. Virtually all the major duty-free shops stock fine wines, and it's possible to buy them at considerable savings."

"We know the frequent flier has the taste and the pocketbook to appreciate and order fine wines. And their numbers are increasing all the time—up 40 percent in the past five years—which means they're a market we can't afford to ignore."

There's another important global trend which has benefited German wines," Tintelnot continues. "The consumer increasingly wants a wine that is light and low in alcoholic content — the perfect description of a good German wine."

Deinhard has explored the cruise-line market with considerable success, and more than a few ocean liners cast off these days with their liquor lockers crammed with cases of Deinhard Green Label, Moselle, Berich Bernkastel, Liebfraumilch and Riesling Kabinett. "We're also very interested in the U.S. military market and run a constant series of promotions in the GI stores — tastings, shelf-talkers, neck tags around the bottles — to explain German wines to these customers and indicate what foods each wine most enhances. The same with

the diplomatic corps in Germany. Word-of-mouth in the business is still unbeatable advertising."

For those interested in learning more about the lively lore of German wines, a visit to Deinhard's home head office in the center of Koblenz is highly advised. Johann Friedrich's original wine cellars have been immaculately maintained, and there one can see not only the more ancient methods of processing the grape, but also some of the modern techniques that have permitted Deinhard to steadily increase its annual wine storage and aging capacity to its present 25 million liters (6.5 million gallons).

Visits to Deinhard's cellars and archives are encouraged for details on opening hours, telephone Koblenz (0261) 1040.

ALL'S WELL THAT BEGINS WELL

The excellence of Beefeater Gin springs initially from the water.

In fact from the Burrough family's own artesian well, a mere mile or so away from the Houses of Parliament.

It is the singular quality of this water that is so important to the distillation of really fine London Dry Gin.

And a vital ingredient in the original recipe passed down by James Burrough in 1820. Upon which, you could say, Beefeater's success has been... well-founded.



THE GIN OF ENGLAND

HENKELI TROCKEN

Luxury you should afford.

Vodka Sibirskaya — a fine, mild and smooth vodka. Made out of superior grain and distilled to perfection. It is repeatedly filtered. Crystal clear and soft. Among the generous Russian vodkas it is really the most generous one: Sibirskaya. The vodka for connoisseurs. Try it — there is no other like it for taste and quality.

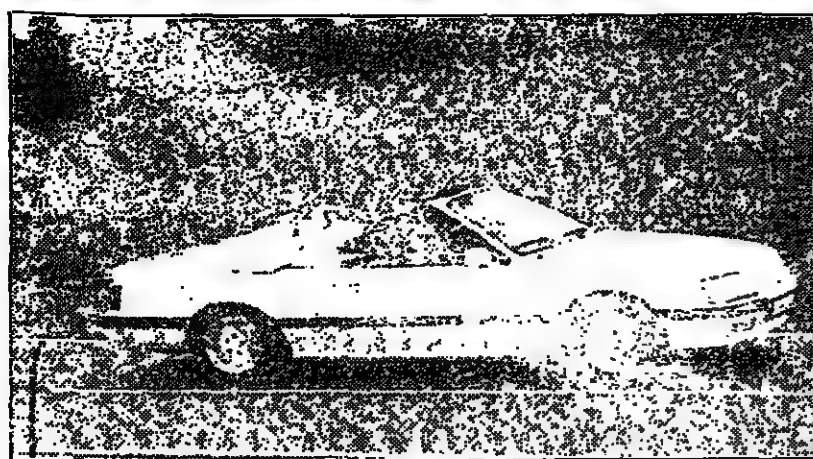
ONLY VODKA FROM RUSSIA IS GENUINE RUSSIAN VODKA.

FLODINEX



ADVERTISING SECTION

ADVERTISING SECTION



The sporty Opel Monza (left) and sleek Senator (below) are highly ranked by tax-free car buyers.



Cars for Decision Makers

When the frequent airplane traveler gets his or her feet on the ground, those feet are soon headed for another form of modern transportation — the automobile. Reflecting the frequent traveler's lifestyle, that car is most likely "a high-priced vehicle at the luxury level, with power status and prestige."

That description comes from John G. Bagshaw, executive director for European car sales and board member of Adam Opel AG, General Motors' German-based subsidiary. Bagshaw is describing the Senator and Monza, Opel's top-of-the-line models, which in Britain are sold by Vauxhall.

The Senator was introduced in the late 1970s as Opel's flagship in the upper price and performance class, with the Monza as its sports-car version. Although Opel is primarily a volume car maker, the company has traditionally included luxury cars in its range.

Currently, the Senator is available with 2.2-, 2.5- and 3-liter gasoline and 2.3-liter TD diesel engines. They are all available with 5-speed manual transmission or Opel 4-speed automatic. The 2.2-liter version also comes with a 4-speed manual transmission. The 3-liter model is capable of speeds of 210 kilometers (130 miles) per hour. The 2.2-liter and diesel Senators are equipped with four-cylinder engines, the 2.5- and 3-liter models with six cylinders.

Opel expanded its luxury line to include four-cylinder models because of a trend clearly noticeable by 1983: six-cylinder cars were no longer considered the sole prestige symbol. In 1979, 49 percent of all newly registered large-class cars in Germany were equipped with six-cylinder engines. By 1981, this applied to only 35 percent. The Monza comes with 2.2-, 2.5- and 3-liter gasoline engines.

The 2.2-liter version has four cylinders, the others six. The same variety of transmissions is available. The 3-liter Monza is capable of speeds up to 215 kilometers (135 miles) per hour.

Opel describes the Senator and the Monza as cars that "combine dynamic driving pleasure with reasonable costs of operation and a high level of safety and comfort. Reserved elegance distinguishes their appearance."

"The luxury vehicle accounts for only 7 percent of all car sales in the industry," Bagshaw said in his office at Opel headquarters in Rüsselsheim, West Germany. "Opel is really a mass-market vehicle, so luxury cars tend to be a fringe for us."

"It is the car purchased by opinion leaders, by the young and upcoming, and they influence the purchases of company fleet vehicles and family second cars. If they have a successful



John Bagshaw heads Opel in Rüsselsheim.

experience with a Senator or a Monza, they will buy Opels for their company or as a second car for themselves. There will be a flow-on effect."

Being able to influence fleet-car sales is especially important in Britain, where 7 percent of all new-car sales are for company fleets. Many British firms provide key employees with a company car and other perks, because they are more desirable

than highly taxable cash salary increases.

"Most employers allow a certain product choice within price classes," Bagshaw notes. "So the trick is to get an appropriate product in these price classes. There is a pecking order, just like the English class system."

He adds: "You must treat the eligible employees like real customers. They are not interested in discounts or low-cost financing, although your starting offer must be attractive."

The eligible employees get their firm's list, which shows them what they are entitled to. But they also are exposed to advertising, like every other car buyer. "As the time draws close to when they may order their next fleet car, they start to read the auto advertising," he says.

But neither the company's fleet list nor auto advertising

may address what Bagshaw calls the "wish list."

While he headed car sales at Vauxhall before being transferred to Germany in 1983, Bagshaw launched market research on what the eligible employees really want. It turned out that traveling salesmen and others who did a lot of driving on business had specific desires. Here are some of them: a heated rear window (because an ice-cold rear window delays them in the morning and fouls up their schedule); passenger-seat door mirror as an added safety factor for highway driving (and they do a lot of highway driving); a cassette player (so they don't have to fiddle around with the radio dial each time they drive out of a station's broadcasting range).

Influences toward the purchase of a car come from many sources. Recently, the Austrian-born sales director heard them from the back seat of his Senator. His 9-year-old daughter did not like his plans to switch to a Monza. "She told me that she gets a better back-seat view from the Senator," he says. "Since German law requires her to sit in the back seat, she protested about any change."

When all these individual "wish lists" are multiplied by 16 countries, marketing takes on a kaleidoscopic effect. "The whole mix is a constantly moving target," he observes. "Customers' attitudes and expectations change."

Pinpointing the needs and fantasies of market segments is called niche marketing. "Niche marketing started with the whole trim-level thing," Bagshaw says, referring to extras such as special upholstery or door coverings. He points out that the bottom-of-the-line Corsa (Nova in Britain), a compact made in Spain, "can be up-market" in its trim level to the medium-price level of the Kadett (Astira in Britain), which is next up the line in the model range.

When the Monza GSE was introduced, its higher trim level was one of the main differences from other Monza versions. The GSE's trims include a leather steering wheel, board computer and Recaro seats in front. The GSE also has modified suspension for improved steering and road-holding ability and an additional rear spoiler for better aerodynamics.

The new Opel Kadett, introduced last autumn, was named Car of the Year 1985 by a jury of 51 auto journalists from 16 European countries. In the first half of this year, total sales for the new model, including its sister model, the Vauxhall Astra, improved by about 25 percent to take almost 13 percent of the European lower mid-size class. The largest market for the Kadett is Germany, where in the first half of this year the car held almost 23 percent of the market for its class. In the Netherlands, where Opel has been the leading make for 16 consecutive years, Kadett sales rose by more than 75 percent in the same period. In France, it was 85 percent.

in the SHOPS

News from the Duty-Free Trade

Steve Cauthen is the young American jockey who has become king of racing in Britain. Fittingly, the Kentucky producers of Maker's Mark, which bills itself as "the most sought-after whiskey in the world," recently bestowed its "Maker's Mark Award" on Steve. Heeding the advice "If you drink, don't drive," Steve took the piggyback route home, waving a bottle to remind shoppers that Maker's Mark (of which only 19 barrels a day are produced) is now on sale at major duty-free and tax-free shops.



Look out, Schiphol, Kastrup is taking aim at you. Casting envious eyes at the huge duty-free turnover in Schiphol airport's shops, Kastrup, the Copenhagen airport, is embarked on a \$8.6 million expansion program to double the size of the transit-hall shopping center, and increasing the variety of merchandise. A consortium of the Scandinavian Airlines System, the Danish domestic airline, and a number of shop owners is financing the scheme, dubbed Gateway Europe. The consortium has slashed certain duty-free prices to undercut the competition: scotch reduced from \$18 to \$13, vodka from \$7 to \$4 and perfume from \$54 to \$25.

One of the big hits of the duty-free trade show in Bangkok earlier this year was the introduction of Long John International's Royal Choice 21-year-old Scotch whisky. The new packaging is dramatic, making the whisky a very impressive gift item. It is now bottled in an attractive and luxurious Spode royal-blue ceramic decanter, specially created for the distillers. The decanter is finished in gold and comes in a blue suede box lined with gold silk.



The Parker Pen Co. has been selling a quality line of writing instruments in duty-free shops and overseas markets longer than most of its competitors. Along the way the firm has amassed considerable expertise in doing business abroad, which it has condensed into a useful report, "The Tower of Babel." The study analyzes the use (and misuse) of American English in international trade, warning against slang ("down the tubes"), sports jargon ("ballpark figures"), baby talk ("have to go to the little boys' room"), long-winded sentences and too-

swift speech when dealing with various nationalities. Copies are available at \$5 from: Public Relations Department, The Parker Pen Co., P.O. Box 1616, Janesville, WI 53547, U.S.A. Tel.: (608) 755-7000.

Bon Voyage is compiled by Arturo Gonzales, Director of Communications, International Herald Tribune. The second part of this section appears in tomorrow's paper.



"...ein Spitzengerät besonderer Art, das alle Wünsche erfüllt, die man heute an eine Kamera stellen könnte..."

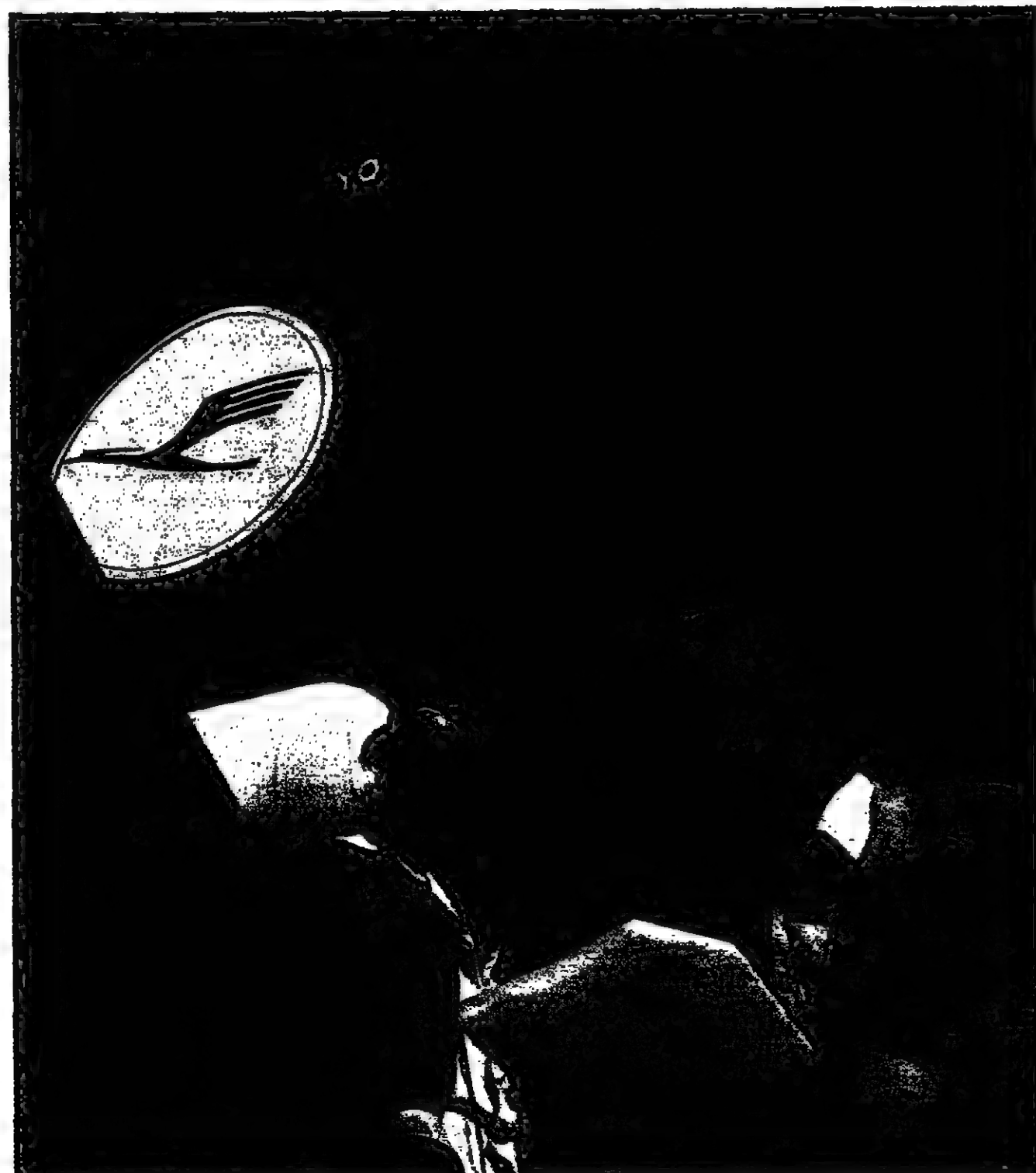
Germany's 'Foto-Magazin' leaves us with nothing else to say.



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BUSINESS ROUNDUP

Beatrice Cos. Plans Sale Of Avis, 3 Other Units

The Associated Press
CHICAGO — Beatrice Cos. said Tuesday that it plans to sell four businesses, including its Avis car-rental unit, as it continues to pare the debt from its 1984 acquisition of Esmark Inc.

Avis, the second largest U.S. car-rental agency after Hertz, earned \$68 million for Beatrice in the second quarter. Included in the offer are Avis Rent-A-Car, Avis Rent-A-Car International and Avis Leasing.

Beatrice said it also plans to sell Danskin, a maker of leotards and tights, Pennaco Hosiery, and International Jensen.

The four companies represent annual sales of about \$1.1 billion, Beatrice said. In the fiscal year that ended last February Beatrice earned \$479 million on sales of \$12.5 billion.

"Following a thorough review of

our businesses, I believe shareholder value will be enhanced most by the disposition of Avis, Danskin, Pennaco and International Jensen," said William W. Granger Jr., the company's chairman. "It is clear that these operations either don't fit our long-term focus on food and consumer products, or will not meet our financial performance requirements."

He said the company would consider selling Avis either in whole or in parts.

Beatrice already has sold several of its businesses for \$1.7 billion to reduce the debt incurred in its \$2.7-billion acquisition of Esmark in August 1984.

Before it was absorbed by Beatrice, Esmark was a diversified holding company for such units as Hunt-Wesson Foods, Swift & Co., STP Corp. and Avis.

British Caledonian Quits Airline Body

The Associated Press
LONDON — British Caledonian Airways broke away Tuesday from a 20-member group of European airlines to protest what it said was a lack of willingness to lower air fares and increase competition.

British Caledonian, which calls itself the only privately owned airline in Europe, said it has lost hope that it could make progress toward more competition in air travel through membership in the policy-making body of the Association of European Airlines.

"It is quite clear that some of the big European airlines dominating AEA have no wish to see liberal policies on air fares and airline competition," said the managing director, David Colman. He said the airline would try to go it alone in introducing new fares. Air fares normally are set by agreements between the two countries in which the flight originates and ends.

COMPANY NOTES

Apple Computer Inc. said it has reduced the price of several products, including its Apple IIC personal computer, in time for the Christmas holiday season.

BankAmerica Corp. has won dismissal of a lawsuit in federal court in San Francisco accusing the bank of negligence in an alleged mortgage securities fraud that cost the bank \$95 million.

British Aerospace PLC has signed a contract to sell helicopter-borne anti-air missiles to Brazil, defense industry sources said. They said the Sea Skewer missiles would be fitted on its Lynx helicopters, but did not give terms.

Cockerill Sambre SA, the Belgian steelmaker, should break even or make a small profit in 1987, according to the company's outgoing chief executive, Jean Gandois. A spokesman said the company expected to report a loss of 2 billion Belgian francs (\$37.1 million) next year and up to 6 billion francs this year.

ComputerLand Corp., the largest U.S. computer-retailing chain, has named Edward Faber, the vice chairman, to replace William Millard as chief executive. Mr. Millard and his daughter, Barbara, the president and chief operating officer, resigned following discontent among some franchise owners.

Ford Motor Co. announced

plans to cut manufacturing costs on 1986 model cars by eliminating some options packages.

GAF Corp. said the Justice Department has requested further information on its request to increase its holdings in Union Carbide Corp. to 15 percent from 9.9 percent.

General Electric Co. of the United States is likely to reduce its Singapore work force by 1,500 to 2,000 following a decision to move some of its operations to Malaysia, the newspaper Business Times said.

Hanson Trust PLC plans to continue to seek control of SCM Corp., following a U.S. appeals court's reversal of a ruling that Hanson had failed to comply with disclosure rules. Hanson said it controlled 27.5 percent of SCM stock.

Hongkong & Shanghai Banking Corp. said it has agreed to sell its office and branch space in the China Building to Hutchison Whampoa Ltd. for 458 million Hong Kong dollars (\$59.5 million).

Laura Ashley, the fashion and furniture group, is to be quoted on the London Stock Exchange quotation by the end of this year.

Missouri Oak Lines Ltd. said it planned to build three container ships, each with a capacity of 2,500 containers, to expand its liner services on trans-Pacific routes.

THE EUROMARKETS

First Eurolira Issue Provides Major Attraction of the Day

By Christopher Pizzey
Reuters

LONDON — The introduction of the Eurobond market's first issue denominated in lire was the feature of an otherwise quiet market here Tuesday, dealers said.

As expected, the first borrower in this sector was the European Investment Bank. The 100-billion-lire bond issue pays 13 1/2 percent a year over five years and was priced at par.

It was lead-managed by Istituto Bancario San Paolo di Torino's London branch and quoted on the market at a discount of about 1/2 percent within the 1 1/2-percent selling concession and total fees of 1 1/2 percent. Initial reaction from dealers was that the issue should go well, especially because it is the first in lire and is for a known and respected name in the market.

The day's other main issue in the primary market was a \$250-million floating-rate-note issue with warrants exercisable into a 6 1/2-percent straight Deutsche mark issue. The note was issued by Credit Commercial de France on its own behalf.

The note matures in early 1994 and the first interest payment is 4 basis points over the three-month London interbank offered rate. Payment then switches to 4 basis points over six-month Libor.

Trading ex-warrants, the note was quoted at about 99.98 1/2, inside the 5-basis-point selling concession, while the warrants were quoted at about \$3, well outside their \$45 price.

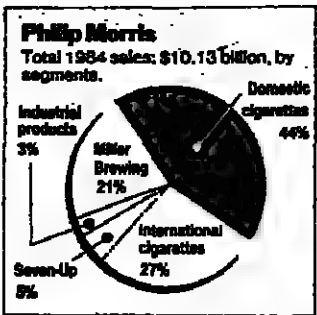
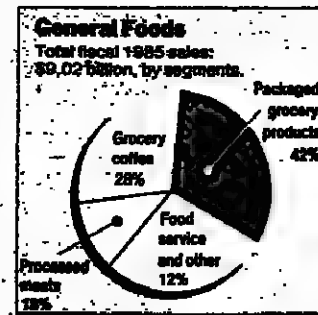
Dealers noted that a busy day for new issues in West Germany saw Commerzbank AG launch a 500-million-DM capped floater for its Commerzbank Overseas Finance NV unit, which ended the day in London at about 100.03, over its issue price of par.

Secondary-market prices in the

floating-rate-note sector generally finished unchanged, with trading restricted to light professional book-squaring, dealers said.

Activity in the dollar-straight sector was also limited, with prices showing mixed movements of 1/4 point where changed, dealers added.

The Japanese convertible sector was again active, although the overall trend was mixed with some of the issues that have soared recently attracting a little profit-taking, dealers said. For example, the 4 1/2-percent bond for Mitsubishi Heavy Industries Ltd. was off some 5 points at 201.



2 Philip Morris Officials Got \$6 Billion by Phone

By Leslie Wayne
New York Times Service

NEW YORK — The takeover by Philip Morris Co. of General Foods Corp. is being financed by a carefully crafted \$6-billion package involving loans from 17 U.S. banks and 29 international institutions, which was put together in less than a week by two Philip Morris executives using the telephone.

The pair operated in deepest secrecy. They were not told the identity of the target company, which had been given the code name Brew.

The details of their work came into public view when the Philip Morris and General Foods boards approved the merger that had been announced last Friday, and a proxy statement on the merger was filed with the Securities and Exchange Commission. Philip Morris is offering \$120 a share, and is set to pay General Foods' shareholders between Oct. 22 and Oct. 28.

The credit facility, arranged by Philip Morris, is composed primarily of overseas banks and includes a variety of interest-rate options that will determine how much Philip Morris pays for the large borrowings. Hans G. Storr, chief financial officer at Philip Morris, said the large number of overseas banks reflected a reluctance by many U.S. banks to lend when the identity of the takeover target was unknown and when they were uncertain whether the takeover was hostile.

In all, 60 banks were approached by Philip Morris during last week's blitz, although the company had informally contacted many of them weeks earlier. The telephone calls to determine the ultimate lenders began the night of Sept. 23, after the Philip Morris board decided to set its sights on General Foods.

"There was nothing normal about last week in our offices," Mr. Storr said. He said the code name Brew was selected because Sanka and Maxwell House brand coffees are among the major General Foods products. Any hint of a takeover would have caused a jump in the price of General Foods shares, which could have forced Philip Morris to increase its bid.

In fact, rumors of a General Foods takeover did help its stock climb steeply last week, when it rose \$27.25 to close at \$110.25. Then General Foods Monday

moved to \$118.375 on the New York Stock Exchange, up \$8.125, and ended unchanged Tuesday.

The two executives who made the actual telephone calls to banks were George Lewis, the company's treasurer, and Meryellen Johnson, the company's assistant treasurer.

The first banks approached were those that previously had done business with Philip Morris, including its main commercial bank, Citibank, which became the lead bank in the deal.

"We are borrowing in dollars and they are lending in dollars," Mr. Storr said. "This deal does not bring in any foreign currency so it has no effect on strengthening or weakening the dollar. Some countries, like Japan, have huge trade surpluses with the United States and they have more dollars than they know what to do with. That's one of the reasons why it is relatively easy to get dollars from foreign banks."

Philip Morris has a choice of three options in determining the interest rate it will pay:

• The higher of either a rate set by the banks or a rate keyed to the average of three-month secondary certificates of deposit.

• A rate slightly higher than the London interbank offered rate, which is the rate banks charge each other for money.

• A rate that is slightly higher than a rate similar to the prime rate.

The package is structured so that Philip Morris can choose the least costly option, and it provides for the individual banks to engage in competitive bidding before any money is actually lent.

Philip Morris expects to borrow about \$5 billion of the \$6 billion the banks are making available. It will have to pay out about \$3.75 million to shareholders in the six days between Oct. 22 and Oct. 28.

Given the large amount of debt undertaken to finance the takeover, the company's credit rating will probably be lowered, according to Mr. Storr.

Canadian Output Increases

Reuters
OTTAWA — Canadian seasonally adjusted industrial production rose 1.9 percent in July after a 1.5-percent increase in June, Statistics Canada said Tuesday.

CURRENCY MARKETS

Dollar Falls Sharply in U.S. on Fears of Bank Intervention

The Associated Press
NEW YORK — The dollar staged a sharp retreat Tuesday in late New York trading, falling to its lowest level in more than 17 months against some major currencies.

The dollar's U.S. slide followed a mixed showing earlier in Japan and Europe and was attributed to renewed fears of further central bank intervention against the U.S. currency. The Federal Reserve Board said its index of the dollar's value against the currencies of 10 other industrial nations dropped 1.56 percent Tuesday to its lowest level since April 18, 1984.

Typical of the dollar's showing was its performance against the Japanese yen. As trading began in Tokyo, the dollar declined to 216.75 yen from Monday's 217.05 yen. Later in London, the dollar closed at 214.15 yen, its lowest rate since May 1981. It was more than three yen down from its 217.35 opening on Tuesday and two yen down from its level of 216.15 at Monday's close. By the end of the trading day in the United States, the dollar had plunged further to 213.60 yen from 216.35 yen late Monday. It was the dollar's lowest rate against the yen in U.S. trading since March 1981.

James McGroarty, a vice president at Discount Corp. of New York, attributed the dollar's decline to rumors that the Fed had entered the market in an attempt to hold down the currency.

13 Foreign Banks Apply to Sweden

Reuters
STOCKHOLM — Thirteen foreign banks have applied for permission to operate in Sweden when a law allowing them to set up subsidiaries here comes into effect next year, the bank inspection board said Tuesday.

A board spokesman said 11 applications had been received and two other banks had said they would apply before the deadline for the first round of applications expired on Tuesday afternoon. Foreign banks may apply to set up subsidiaries, not branches, with a minimum share capital of 25 million kronor (\$3 million).

The spokesman named the applicants as Banque Nationale de Paris, Banque Indosuez, Banque Paribas, Credit Lyonnais and Societe Generale, all of France; Kansallis-Osake-Pankki, Okobank and Postipankki, all of Finland; Citibank and Manufacturers Hanover Trust Co., both of the United States; Christiania Bank OG, Creditkassene and Den Norske Creditbank, of Norway; and Algemene Bank Nederland NV of the Netherlands.

David Palmer, a senior vice president at First American Bank of New York, said there appeared to be substantial sales of dollars as the U.S. trading day was winding down.

The British pound closed in New York at \$1.4115, up from \$1.396 on Monday. The dollar ended at 2.64 Deutsche marks, down from 2.683

DM; at 8.055 French francs, down from 8.1805 francs; and at 2.146 Swiss francs, down from 2.199 francs.

Earlier in Europe, the dollar closed against the Deutsche mark in London at its lowest since April of last year. The U.S. currency ended at 2.6500 DM, almost three pence down from Monday night's close of 2.6790. The British pound ended in London at \$1.412, up from \$1.4083 on Monday.

The dollar was fixed in Frankfurt at 2.6778 DM at mid-afternoon Tuesday, up from 2.6699 DM on Monday. In Paris, the U.S. unit ended at 8.1765 French francs, up from 8.1525 francs on Monday.

Moët-Hennessy

MOËT-HENNESSY REPORTS STRONG INCREASE IN 1985 FIRST HALF RESULTS



Unaudited results of Moët-Hennessy showed pre-tax income for the six months ended June 30, 1985 of 563 million French francs, up 40% from 1984 first half results. Sales totaled 3,420 million French francs, an increase of 20% from the 1984 first half. When converted to US Dollars at the June 30, 1985 rate of 9.23 French francs to the dollar, first half results translate to sales of \$375.5 million and pre-tax income of \$61.0 million. Mr. Alain Chevalier, Chairman and chief executive officer, said, "these excellent results exceeded our projections and reflect continued profitability improvement in all divisions."

"Third quarter sales appear to confirm that the momentum of the first half is continuing," Mr. Chevalier commented. "Excluding exceptional events" he concluded, "Moët-Hennessy is well positioned to meet its 1985 projections: a pre-tax income gain slightly higher than 25% and a sales increase close to 20%."

In the champagne and wine division, pre-tax income for the 1985 first half rose 35% to 246 million French francs, while sales increased 20% to 1,364 million French francs. As a result of a severe freeze last winter, this year's grape supply is expected to be about 50% less than normal. However, a two-year-old industry reserve policy will enable producers to maintain inventory levels by using wines set aside from previous years. In the cognac and spirits division, a pre-tax income for the 1985 first half increased 35% to 280 million French francs, while sales increased 26% to 1,169 million French francs. In addition to margin improvements and favorable currency impact, first half 1985 results improved due to shipment increases of 12.4% for champagne and 11.2% for cognac.

The perfume and beauty products division reported the highest increase in profits within the Group. Pre-tax income was 91 million French francs, record 56% increase over the 1984 first half. Sales increased 13% over 1984 to 794 million French francs.

"This exceptional improvement," Mr. Chevalier said, "occurred primarily because of the return to profitability of RoC Laboratories. In addition, Christian Dior Perfumes reported a 12% increase in pre-tax profits despite high expenses associated with launching the new Christian Dior fragrance, 'Poison,' which has generated orders to date beyond our most optimistic projections."

In the horticulture division, Armstrong Roses of Somis, California reported a loss of \$2.3 million on sales of \$9.7 million. This represents a significant reduction of losses compared to 1984, and results from a reorganization of the division now underway.

Moët-Hennessy is an international company engaged in the worldwide production and distribution of prestige consumer products. Its well known brands include: Moët et Chandon and Dom Pérignon Champagnes, Hennessy cognac and Christian Dior perfumes. Moët-Hennessy U.S. Corporation, which represents one-third of total sales, includes the operations of Schieffelin & Co., a leading distributor of wines and spirits, the Domaine Chandon and Simi Winery in California, and Armstrong Roses, also in California.

Moët-Hennessy shares are listed on the Paris Bourse and the most recent share price quoted on the Paris Bourse was 1,899 French francs. This is the equivalent of \$229.9 at the September 24th exchange rate of 8.26 French francs to the dollar.

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ANTWERP BASLE BERLIN BRISBANE COPENHAGEN DUBLIN DUSSELDORF FRANKFURT GENEVA HAMBURG HONG KONG LONDON LUXEMBOURG MANTOVA MILAN MONTREAL MOSCOW MUNICH NEW DELHI NEW YORK PARIS SAN FRANCISCO SINGAPORE SYDNEY TAIPEI TOKYO ZURICH

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.
Via The Associated Press

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.
Via The Associated Press

[illegible][illegible][illegible]

12 Month	High	Low	Stock	Div.	Yld.	PE	\$1.	High	Low	Open	Chg.
40%	9 1/2	9 1/4	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
35%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
25%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
20%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
15%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
10%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
5%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
0%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
40%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
35%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
30%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
25%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
20%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
15%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
10%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
5%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2
0%	9 1/4	9 1/8	Diobut	30	1.0	20	222	30 1/2	27 1/2	28 1/2	+ 1/2

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100%	60%	40%	20%	10%	5%	2%	1%	0.5%	0.2%	0.1%	0.05%	0.02%	0.01%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.00005%	0.00002%	0.00001%	0.000005%	0.000002%	0.000001%	0.0000005%	0.0000002%	0.0000001%	0.00000005%	0.00000002%	0.00000001%	0.000000005%	0.000000002%	0.000000001%	0.0000000005%	0.0000000002%	0.0000000001%	0.00000000005%	0.00000000002%	0.00000000001%	0.000000000005%	0.000000000002%	0.000000000001%	0.0000000000005%	0.0000000000002%	0.0000000000001%	0.00000000000005%	0.00000000000002%	0.00000000000001%	0.000000000000005%	0.000000000000002%	0.000000000000001%	0.0000000000000005%	0.0000000000000002%	0.0000000000000001%	0.00000000000000005%	0.00000000000000002%	0.00000000000000001%	0.000000000000000005%	0.000000000000000002%	0.000000000000000001%	0.0000000000000000005%	0.0000000000000000002%	0.0000000000000000001%	0.00000000000000000005%	0.00000000000000000002%	0.00000000000000000001%	0.000000000000000000005%	0.000000000000000000002%	0.000000000000000000001%	0.0000000000000000000005%	0.0000000000000000000002%	0.0000000000000000000001%	0.00000000000000000000005%	0.00000000000000000000002%	0.00000000000000000000001%	0.000000000000000000000005%	0.000000000000000000000002%	0.000000000000000000000001%	0.0000000000000000000000005%	0.0000000000000000000000002%	0.0000000000000000000000001%	0.00000000000000000000000005%	0.00000000000000000000000002%	0.00000000000000000000000001%	0.000000000000000000000000005%	0.000000000000000000000000002%	0.000000000000000000000000001%	0.0000000000000000000000000005%	0.0000000000000000000000000002%	0.0000000000000000000000000001%	0.00000000000000000000000000005%	0.00000000000000000000000000002%	0.00000000000000000000000000001%	0.000000000000000000000000000005%	0.000000000000000000000000000002%	0.000000000000000000000000000001%	0.0000000000000000000000000000005%	0.0000000000000000000000000000002%	0.0000000000000000000000000000001%	0.00000000000000000000000000000005%	0.00000000000000000000000000000002%	0.00000000000000000000000000000001%	0.000000000000000000000000000000005%	0.000000000000000000000000000000002%	0.000000000000000000000000000000001%	0.0000000000000000000000000000000005%	0.0000000000000000000000000000000002%	0.0000000000000000000000000000000001%	0.00000000000000000000000000000000005%	0.00000000000000000000000000000000002%	0.00000000000000000000000000000000001%	0.000000000000000000000000000000000005%	0.000000000000000000000000000000000002%	0.000000000000000000000000000000000001%	0.0000000000000000000000000000000000005%	0.0000000000000000000000000000000000002%	0.0000000000000000000000000000000000001%	0.00000000000000000000000000000000000005%	0.00000000000000000000000000000000000002%	0.00000000000000000000000000000000000001%	0.000000000000000000000000000000000000005%	0.000000000000000000000000000000000000002%	0.000000000000000000000000000000000000001%	0.0000000000000000000000000000000000000005%	0.0000000000000000000000000000000000000002%	0.0000000000000000000000000000000000000001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.0001%	0.005%	0.002%	0.001%	0.0005%	0.0002%	0.001%	0.0005%	0.0002%	0.001%	0.0005%	0.00000000000000000000000
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24%	19%	41%	19%	7%	24%
25%	20%	42%	20%	8%	25%
26%	21%	43%	21%	9%	26%
27%	22%	44%	22%	10%	27%
28%	23%	45%	23%	11%	28%
29%	24%	46%	24%	12%	29%
30%	25%	47%	25%	13%	30%
31%	26%	48%	26%	14%	31%
32%	27%	49%	27%	15%	32%
33%	28%	50%	28%	16%	33%
34%	29%	51%	29%	17%	34%
35%	30%	52%	30%	18%	35%
36%	31%	53%	31%	19%	36%
37%	32%	54%	32%	20%	37%
38%	33%	55%	33%	21%	38%
39%	34%	56%	34%	22%	39%
40%	35%	57%	35%	23%	40%
41%	36%	58%	36%	24%	41%
42%	37%	59%	37%	25%	42%
43%	38%	60%	38%	26%	43%
44%	39%	61%	39%	27%	44%
45%	40%	62%	40%	28%	45%
46%	41%	63%	41%	29%	46%
47%	42%	64%	42%	30%	47%
48%	43%	65%	43%	31%	48%
49%	44%	66%	44%	32%	49%
50%	45%	67%	45%	33%	50%
51%	46%	68%	46%	34%	51%
52%	47%	69%	47%	35%	52%
53%	48%	70%	48%	36%	53%
54%	49%	71%	49%	37%	54%
55%	50%	72%	50%	38%	55%
56%	51%	73%	51%	39%	56%
57%	52%	74%	52%	40%	57%
58%	53%	75%	53%	41%	58%
59%	54%	76%	54%	42%	59%
60%	55%	77%	55%	43%	60%
61%	56%	78%	56%	44%	61%
62%	57%	79%	57%	45%	62%
63%	58%	80%	58%	46%	63%
64%	59%	81%	59%	47%	64%
65%	60%	82%	60%	48%	65%
66%	61%	83%	61%	49%	66%
67%	62%	84%	62%	50%	67%
68%	63%	85%	63%	51%	68%
69%	64%	86%	64%	52%	69%
70%	65%	87%	65%	53%	70%
71%	66%	88%	66%	54%	71%
72%	67%	89%	67%	55%	72%
73%	68%	90%	68%	56%	73%
74%	69%	91%	69%	57%	74%
75%	70%	92%	70%	58%	75%
76%	71%	93%	71%	59%	76%
77%	72%	94%	72%	60%	77%
78%	73%	95%	73%	61%	78%
79%	74%	96%	74%	62%	79%
80%	75%	97%	75%	63%	80%
81%	76%	98%	76%	64%	81%
82%	77%	99%	77%	65%	82%
83%	78%	100%	78%	66%	83%
84%	79%		79%	67%	84%
85%	80%		80%	68%	85%
86%	81%		81%	69%	86%
87%	82%		82%	70%	87%
88%	83%		83%	71%	88%
89%	84%		84%	72%	89%
90%	85%		85%	73%	90%
91%	86%		86%	74%	91%
92%	87%		87%	75%	92%
93%	88%		88%	76%	93%
94%	89%		89%	77%	94%
95%	90%		90%	78%	95%
96%	91%		91%	79%	96%
97%	92%		92%	80%	97%
98%	93%		93%	81%	98%
99%	94%		94%	82%	99%
100%	95%		95%	83%	100%

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CALL FOR TENDERS

The General Organization for Land Development in The Syrian Arab Republic would like to get offers for the supply of equipment, installation and construction of the works as stated here in below in the region of Lower Euphrates Valley, Zone No. (1), Sector (2) near the city of Deir-EZOR.

LONDON OCTOBER 24-25 1985

The sixth annual International Herald Tribune/Oil Daily Conference on "Oil and Money in the Eighties" will take place on October 24 and 25 in London. The theme of this year's conference is "Surviving in a Competitive Environment". The program, designed for all senior executives in energy and related fields, will address the key issues affecting the current energy situation and assess future trends and strategies. Key speakers will include: H.E. Dr. Professor Subroto, Minister of Mines and Energy, Indonesia; The Honorable John S. Herrington, United States Energy Secretary; Allen E. Murray, President, Mobil Corporation; Arve Johnsen, President, Statoil and The Honorable John Moore M.P., Financial Secretary to the Treasury, United Kingdom.

For full details, please contact the International Herald Tribune Conference Office, 181 Avenue Charles-de-Gaulle, 92521 Neuilly Cedex, France.
Telephone: (33-1) 747-12-65. Ext. 4568. Telex: 813595.

Taking into consideration that said project would be performed on the basis of an integral and complete unit including civil and electro mechanical works and only the procurements would be financed from the European Investment Bank's Loan.

Tender documents are available and may be consulted at the office of GOLD in Damascus, No. 1 Street, Jaded Al-Bizim, and those who are willing could obtain the tender documents from the above said address against remittance of SP. 2,000.

Deadline for the submission of bids is fixed on Saturday, November 30th, 1985, at 2:00 a.m. local time.

Director General
Eng. Taha ALATRASH

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Net asset value quotations are supplied by the Funds listed with the exception of some quotes based on issue price. The circled symbols indicate frequency of quotations supplied: (d) - daily; (w) - weekly; (b) - bi-monthly; (r) - monthly; (m)

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BOOKS

THE FRENCH AT TABLE

By Rudolph Chelminski. 276 pages. \$15.95.
William Morrow, 105 Madison Avenue,
New York, N.Y. 10016.

Reviewed by Charles Monaghan

SINCE I have a few bones to pick with Rudolph Chelminski's "The French at Table," let me say straight off that it is a witty and wise book that will be read with pleasure for decades to come by Francophiles and food buffs. The author, a Harvard graduate now in his mid-40s, went to France to study and has spent most of his life there.

Chelminski's thesis is that "the French know how to eat better than any people on Earth." He strives to prove it with two chapters on the history of French cuisine, followed by profiles of leading 20th-century chefs: Fernand Point, André Pic, Alexandre Dumas, Paul Bocuse, Pierre Troisgros, Michel Guérard, Georges Blanc, Bernard Loiseau and Gaston Lenôtre. He closes with a lovely chapter on France's women chefs, from the celebrated "mother" of Burgundian cooking to the Parisian stars Dominique Mahias of Olympe and Christiane Massia of Le Restaurant du Marché.

While filled with facts, these portraits are little more than panegyrics. Chelminski writes in what historians call the celebrationist vein. The profiles are not a whit less readable or funny for this failing, but Chelminski never really proves his assertion that the French eat better than other people.

In fact, the thesis has little to do with the profiles that are at the heart of the book. If he had gone further in attempting to prove it, Chelminski would have made this a better work. For instance, one key to the quality of French cooking is surely the high level of the products. Chelminski gives a charming picture of Bocuse doing his marketing but devotes no space to the producers.

Like so many writers on contemporary cooking, Chelminski uses nouvelle cuisine as a whipping boy, referring to it contemptuously as "nouvelle cuisine." The idea that the innocent little New Zealand fruit with its tasty green interior should have become a symbol of evil is beyond me. Chelminski is worshipful about the chefs who made the kiwi popular; why his penitence about the thing itself? He is at his most fascinating when examining the nitty-gritty of nouvelle cooking procedure; his profile of the radical Bernard Loiseau of Sau-

lien in Burgundy, inventor of *cuisine à l'eau*—using water in preference to alcohol to deglaze pans for sauces—is one of his best pieces.

Still, anyone interested in the world of food will have a jolly time reading this book. Chelminski writes with élan and tells very funny stories. For instance, Abbé Barollet, a Burgundian priest with a crimson nose, was a regular at the three-star Restaurant Troisgros and shared many a glass with Troisgros père. When old Troisgros died, his friend Abbé Barollet said the funeral mass. At the solemn moment when the wine was to be transformed into the blood of Christ, the abbé raised his chalice, looked at the brothers Troisgros and said: "It's a small allgote from the Cote vineyard." The story is apocryphal, I'm sure, but in the world of food and drink that Chelminski creates, it should be true.

Charles Monaghan writes about food, wine, restaurants and travel. He wrote this review for The Washington Post.

BEST SELLERS

This list is based on reports from more than 2,000 bookstores throughout the United States. Weeks on list are not necessarily consecutive.

Rank	Weeks on list	Title	Author
1	1	LAKE WOBEGON DAYS	by Garrison Keillor
2	1	LUCKY	by Jackie Collins
3	4	SKELETON CREW	by Stephen King
4	1	THE ACCIDENTAL TOURIST	by Anne Tyler
5	1	THE FOURTH DEADLY SIN	by Lawrence Sanders
6	1	THE TWO MRS. GRENVILLE	by Dominick Dunne
7	1	THE HUNT FOR RED OCTOBER	by Tom Clancy
8	1	LONESOME DOVE	by Larry McMurtry
9	1	A MAGGOT	by John Fowles
10	1	TOO MUCH, TOO SOON	by Jacqueline Babin
11	1	THE CIDER HOUSE RULES	by John Irving
12	1	IF TOMORROW COMES	by Sidney Sheldon
13	1	JUBAL SACKETT	by Louis L'Amour
14	1	AFTER THE REUNION	by Rose Jaffe
15	1	THE RED FOX	by Anthony Hyde

NONFICTION

1	ELVIS AND ME	by Priscilla Beaulieu
2	DANCING IN THE LIGHT	by Shirley MacLaine
3	YEAGER	an autobiography, by Chuck Yeager and Leo Janos
4	IOCCO: A BIOGRAPHY	by Joe Lacocca with William Novak
5	A PASSION FOR EXCELLENCE	by Tom Peters and Nancy Austin
6	ART WISE	by Jerry Robbins
7	SMART WORK	FOOLISH CHOICES, by Conchita Cowan and Melva Kinder
8	HAMMER OF THE GODS	The Led Zeppelin Saga, by Stephen Davis
9	THE AMATEURS	by David Halberstam
10	COMMON GROUND	by J. Anthony Lu
11	THE MICK	by Mickey Mantle with Herb Gluck
12	RE-INVENTING THE CORPORATION	by John Naisbitt and Patricia Aburdene
13	JAGUAR WOMAN	by Lynn B. Andrews
14	FUNNY MONEY	by Mark Singer
15	FINAL CUT	by Steven Bach

ADVICE, HOW-TO AND MISCELLANEOUS

1	FIT FOR LIFE	by Harvey Diamond and Marilyn Diamond
2	DR. BERGER'S IMMUNE POWER DIET	by Stuart M. Berger
3	WESTERN NINTY COLLEGIATE DICTIONARY	
4	THE FRUGAL GOURMET	by M. J. S. Smith
5	WOMEN WHO LOVE TOO MUCH	by Robin Norwood

BRIDGE

By Alan Truscott

ESTABLISHED partnerships have an advantage because they have worked on their methods and have many natural agreements, about the strength of various bids and whether or not they are forcing.

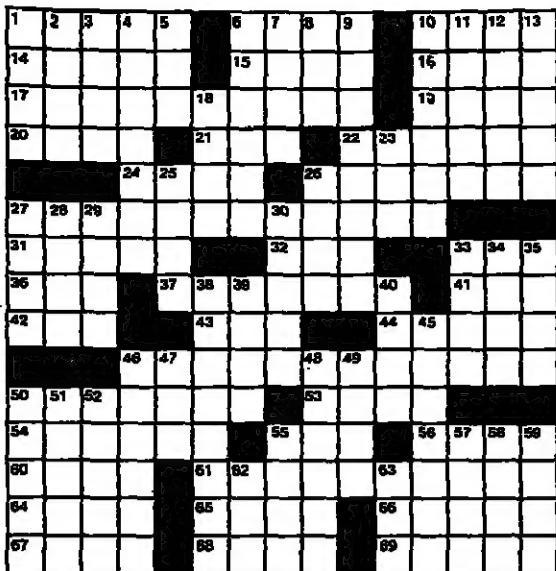
But one common source of disagreement concerns the response to a weak two-bid. Should a new suit be forcing? Two decades ago the experts were equally divided on this point, but a recent Bridge World poll shows that the forcing treatment is favored by more than two to one.

North would have been horrified if his partner had passed his two-spade response. But they were on the same wavelength and North was naturally excited by his partner's three-club bid. His five no-trump was a grand slam force, asking for two of the top three clubs.

Seven clubs was duly reached. West led the heart ace, resigned to finding a void in the dummy. As the expected ruff, South's about establishing the dummy. He cashed the diamond ace, ruffed a diamond low, and led the spade jack to dummy's king. The spade ace followed, and the third round of spades

was ruffed high. Trumps were drawn to bring home the grand slam.

NORTH				SOUTH			
♠	A K 10 8 5 3	♥	Q A 7 5	♠	Q 8 7 6	♥	Q 8 7 6
♦	A K 7 5	♣	Q 8 7 6	♦	Q 8 7 6	♣	Q 8 7 6
♠	Q 8 7 6	♥	Q 8 7 6	♠	Q 8 7 6	♥	Q 8 7 6
♦	Q 8 7 6	♣	Q 8 7 6	♦	Q 8 7 6	♣	Q 8 7 6
♠	Q 8 7 6	♥	Q 8 7 6	♠	Q 8 7 6	♥	Q 8 7 6
♦	Q 8 7 6	♣	Q 8 7 6	♦	Q 8 7 6	♣	Q 8 7 6



ACROSS

- 1 Tree at Malibu?
- 6 Thug
- 10 Midwestern campus site
- 14 Pond growth
- 15 1st
- 16 Reputation
- 17 Carson sub
- 18 Horror-film role
- 20 Forever—day
- 21 Curious, in writing
- 22 Well-mannered
- 24 Compliments for Fido
- 26 Mining troughs
- 27 Noted clarinetist
- 31 Nautical "halt!"
- 32 Former energy org.
- 33 Rowan
- 36 Latin leader
- 37 Oblique
- 41 Bishop's jurisdiction
- 42 Fla. bird
- 43 Azimuth
- 44 Almost always used in explosives
- 46 Popular comic
- 50 Foreign products
- 53 Sen. Cranston
- 54 Paucity
- 55 Compass pt.
- 56 Dull

DOWN

- 1 Low, in León
- 2 N.C. college
- 3 "My word!"
- 4 Party snacks
- 5 "And I Love"—Beatles song
- 6 Ariz. border lake
- 7 A first name in fashion
- 8 Boat "power"
- 9 Remove from office
- 10 Compound used in explosives
- 11 Enchantment
- 12 Chew the scenery
- 13 Ancient Chinese
- 18 "Tell—the Marines!"
- 23 Yes, to Pierre
- 25 P.M. periods
- 26 Dele's antithesis
- 27 Yugoslav coin
- 28 Like Steven?
- 29 Judd Hirsch series on TV
- 30 John—Garner
- 33 Concerning
- 34 Try to find
- 35 Female lobster
- 38 End of a poker game
- 39 These may be fine
- 40 Picasso's "Maar Seated"
- 45 Held lovingly
- 46 Forgive's companion
- 47 Rover's scrap
- 48 Bacon serving
- 49 Like the sky over Paris, at times
- 50 Cool-off
- 51 Union general
- 52 Hunger pains
- 53 Tows on the Vire
- 57 Hard to come by
- 58 Related
- 59 Symbols of industry
- 62 Any Venetian canal
- 63 Pawnee's cousin

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DENNIS THE MENACE



JUMBLE

Unscramble these four Jumbles, one letter to each square, to form four ordinary words.

How much do I owe you from last time?

Print answer here:

Yesterday's Jumble: ABBOT PROXY INFLUX DAMASK
Answer: What a chip on the shoulder usually is—JUST PLAIN "BARK"

WEATHER

EUROPE				ASIA			
City	High	Low	Wind	City	High	Low	Wind
Amsterdam	52	42	W	Bangkok	82	72	W
London	50	40	W	Beijing	78	68	W
Paris	55	45	W	Calcutta	85	75	W
Rome	58	48	W	Manila	80	70	W
Sydney	65	55	W	Seoul	75	65	W
Tokyo	60	50	W	Taipei	78	68	W
Yokohama	62	52	W	Yokohama	75	65	W

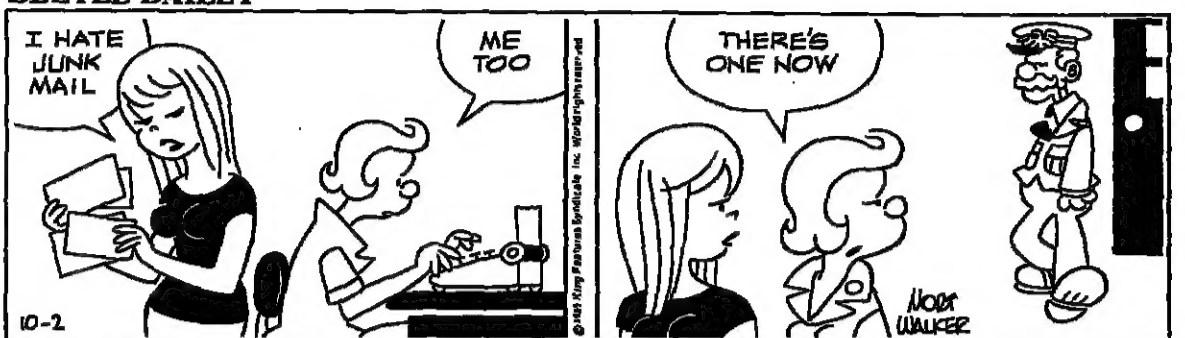
PEANUTS



BLONDIE



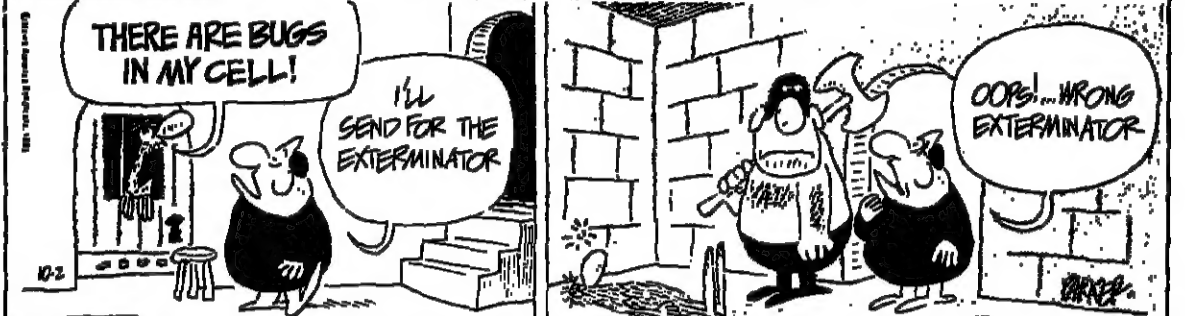
BEETLE BAILEY



ANDY CAPP



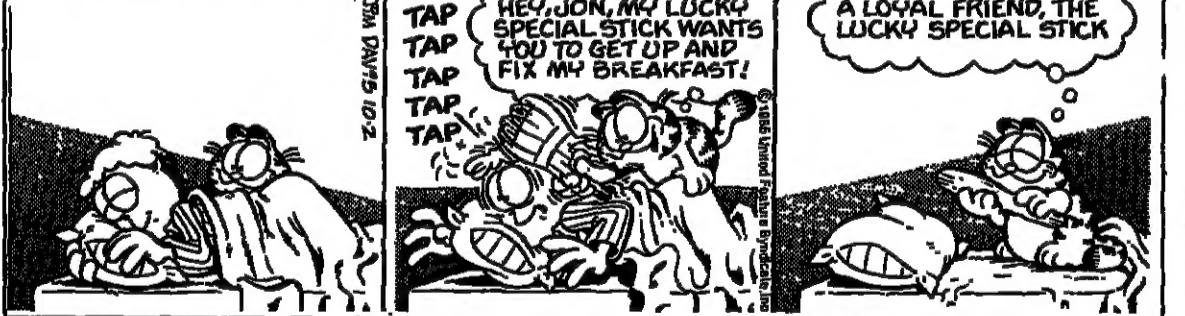
WIZARD of ID



REX MORGAN



GARFIELD



World Stock Markets

Via Agence France-Presse Oct. 1
Closing prices in local currencies unless otherwise indicated.

Market	Index	Change
Amsterdam	4,100.00	+10.00
Brussels	3,400.00	+10.00
Frankfurt	1,200.00	+10.00
London	2,800.00	+10.00
Paris	1,500.00	+10.00
Rome	1,800.00	+10.00
Sydney	2,200.00	+10.00
Tokyo	2,500.00	+10.00
Yokohama	2,800.00	+10.00

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Frankfurt	1,200.00	+10.00
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Paris	1,500.00	+10.00
Rome	1,800.00	+10.00
Sydney	2,200.00	+10.00
Tokyo	2,500.00	+10.00
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Tokyo	2,500.00	+10.00
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WEDNESDAY FORECAST—CHANNELS: Slightly choppy. FRANKFURT: Fair. Temp. 25-19 (77-67). LONDON: Cloudy. Temp. 22-13 (72-55). PARIS: Fair. Temp. 20-14 (68-57). NEW YORK: Cloudy. Temp. 15-12 (59-54). SEATTLE: Fair. Temp. 50-42 (122-108). SINGAPORE: Fair. Temp. 28-25 (82-77). TOKYO: Fair. Temp. 26-19 (79-67).

مكتبة من الامارات

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Saberhagen Wins 20th Game of Year As Royals Pull Into Tie With Angels

The Associated Press
KANSAS CITY, Missouri — Walking Doug DeCinces to bring up Reggie Jackson with two out in the ninth inning was not exactly "Saberhagen's plan of attack." Striking out on three straight pitches didn't figure in Jackson's plans, either.

But those were the final two victims in a high-tension drama

BASEBALL ROUNDUP

here Monday night that saw the Kansas City Royals end an untimely three-game losing skid by beating California, 3-1, and pull back into a tie for first place with the Angels in the American League's Western Division.

"Reggie made it kind of exciting

there at the end, didn't he?" Saberhagen said with a smile. Becoming the fifth-youngest pitcher ever to win 20 games in a season, the 21-year-old right-hander made the California slugger his 10th strike-out victim of the night.

Jackson, who had driven a Saberhagen pitch to the warning track in right field his previous at-bat, did not take a swing. "The first two strikes he threw me were perfect pitches," he said. "Hard, live pitches. I thought the last one might have been a ball, but I don't get involved in those decisions. He was pitching as hard in the last inning as he was in the first."

Saberhagen (20-6) dined John Candelaria throughout on nearly even terms. DeCinces hit a home run in the second for a 1-0 lead. George Brett, apparently shaking off a September slump that dropped his average more than 25 points, blasted a mammoth fourth-inning shot over the right-field fence for a 1-1 tie.

In the seventh, Jim Sundberg put a Candelaria pitch over the wall in dead center for a 2-1 lead — which went to 3-1 in the eighth, when Willie Wilson tripled and rode home on Brett's sacrifice fly.

Sundberg's homer set a season record of 147 for the Royals, who have abandoned the punch-and-judy attack that marked their winning teams of the late 1970s. Brett described the club's attitude as "a bonfire burning."

Saberhagen admitted to having had pre-game butterflies. "I was real nervous," he said. His teammates were saying to him, "Don't worry. You've got to win this game but don't worry."

Plenty of victory remains in baseball's closest pennant race. The Angels play three more with the Royals before closing out their season with three in Texas. Kansas City, the only one of the 1984 division champions with a chance to repeat, stays home to finish with three against Oakland.

Twins 7, White Sox 1: In Minneapolis, Bert Blyleven pitched a five-hitter and Kent Hrbek scored the go-ahead run in the third, when Chicago catcher Carlton Fisk dropped the ball for an error. Kirby Puckett went 4-for-4 and Dave Engle added a three-run homer in support of Blyleven, who struck out seven and completed his major-league high 23rd game of the year.

With the score tied 1-1 in the third, Hrbek's smash off Britt Burns went for a triple. Shortstop Ozzie Guillen took the relay and threw home in plenty of time to get Hrbek, trying for an inside-the-park homer, but Fisk dropped the ball attempting to make the tag.

Rangers 5, A's 3: In Arlington, Texas, Jeff Russell struck out a season-high eight and scattered six hits during his eight innings to lead Texas past Oakland.

Padres 6, Dodgers 4: In the National League, in Los Angeles, outfielder Jerry Davis recorded his first game-winning RBI in the major leagues when he singled home Miguel Dilone from second base with the tie-breaking run in the ninth. With the loss, the Dodgers' magic number for clinching the Western Division pennant remained at two.

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Bret Saberhagen
"Kind of exciting there at the end."

Giants 4, Reds 3: In San Francisco, Dan Gladden's two-out ninth-inning RBI single off reliever Ted Power gave the Giants their decision over Cincinnati.

Manito Soto, making his first appearance since Sept. 13 because of injuries, allowed only three hits and struck out 14 in seven innings, but the Reds got only three hits of their own and failed to gain ground on Los Angeles. San Francisco ended a five-game losing skid.

Braves 6, Astros 3: In Houston, Dale Murphy's 11th-inning single drove in the go-ahead run and Claudell Washington added a two-run homer to seal Atlanta's victory.

Pitcher Terry Harp started the inning with a double off Frank DiPino, and scored on Murphy's blitzer to left field. One out later, Washington hit his 15th home run of the season. Houston starter Nolan Ryan struck out five batters in his seven innings, giving him a total of 201 for the year. Ryan has struck out 200 or more batters in 10 different seasons.

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Two Late Bloomers Coming Into Flower

International Herald Tribune

LONDON — Nothing is lost until the final whistle, no summer given up before the fall. There is time, even within a sporting lifespan, for the late comer. And as we Europeans feel the warmth of our Indian summer, two soccer careers come into overdue bloom.

Mathias Herget and Peter Barnes were until now the game's opposites. The West German so lacked eye-catching skills that he was sent out to train as an engineer, the English boy, a gifted son of a gifted father, was used toward fame before adolescence was through.

By 25, the sporting prime, Barnes had come and gone, and Herget had never arrived. Now they are both on the brink of fulfillment, with Herget ahead.

Herget led unfashionable Bayer Uerdingen to its first major honor as the country's cupholder in the spring and now into Europe. He has also just scored the splendid goal that assures West Germany's place at the World Cup. Nearing 30, he is the 16th candidate as sweeper to replace Franz Beckenbauer.

Barnes, a year younger, is becoming a born-again star. In his youth he played to crowds of 40,000, gathered England caps by the handful and was sold and resold for millions.

But, either mistrusted genius or profligate prodigy, he was reduced two years ago to reserve status in Leeds before an audience (including gamblers) of 150.

By a quirk of fortune, Barnes is back, enjoying not merely the long promised renaissance of English wingplay but a share in Manchester United's record-breaking season.

Long past that illustrious club's own best, United is one game from equalling Tottenham Hotspur's 25-year record of 11 consecutive victories in the English League.

Altogether different stories, Herget and Barnes. The ugly duckling who toils away until all the swans have been tried and failed, the dazzling boy star who became perhaps too flashy in an age that placed winning first and entertaining nowhere.

What binds them is sensitivity, something that brusque, impatient managers of soccer teams simply had no time for.

Herget had, he admits, taken rejection too deeply. "When VFL Bochum decided it was over for me in the Bundesliga," he recalls, "it took me two years to get over it."

He was released in 1982 by Uerdingen, a club itself without a past and no sign of a future. Uerdingen was by far the least fancied of two clubs under the financial wing of Bayer, the pharmaceutical firm. Leverkusen was the fa-

vored team; Uerdingen, in the industrial center of Krefeld, was unlabeled.

Within a year of tempting Herget to marshal his defense, however, Uerdingen was promoted, and within another few months Herget, at 27, became its first international.

Jupp Derwall remembered Herget as a former amateur international and tried him in five matches. But Derwall, too, doubted Herget and omitted him from the 1984 European championships.

"Mathias was almost destroyed again," says the Uerdingen manager, Karl Feldkamp. "I have never seen a player so devastated."

Yet he persevered for his club and Beckenbauer, no less, replaced Derwall. And Beckenbauer understands the sweeper, or libero, as he created the role.

Beckenbauer was also looking for someone to

take responsibility, someone who had not had life's riches thrown at his feet on which score he, as manager, had castigated various West German stars in a Playboy article.

Herget, clearly no playboy, is as solid as the mauler — the dark, sweet malt beer — with which he celebrates the good times.

He had studied from outside the struggle to find Beckenbauer's successor since 1977. He grew to cherish the opportunity, to read the complex role of being the last line in defense yet conjuring time and room to create, even to score.

In Prague, where West Germany won, 5-1, Herget struck a free kick into the net from 20 yards with the assurance of — well, guess who?

In Stockholm last Wednesday he was more spectacular. Pierre Littbarski, the little Cologne winger, teased the Swedish defense and, when he was ready to part with the ball, Herget was ready too.

By exemplary timing he had run unseen into the position, and when he struck his shot from the edge of the penalty area it whistled cleanly into Sweden's goal. As economical, as clinical as . . . you know who.

"I make no comparisons," Herget insists. "A Franz Beckenbauer happens every 100 years. What he has is God-given talent and cannot be learned. I play to the best of my ability and every international demands my full concentration."

We don't know whether, alone with his video, Herget is yet becoming a believer of dreams. We do know that Barnes believes in them, because

his play has always been dreamlike or dismal, with little in between.

That, in the days of Stanley Matthews and Garrincha, was the winger's prerogative. I recall Barnes himself pleading for understanding: "The most exciting sight in soccer is a winger taking on a fullback, a winger who can win a match in the twinkling of an eye," he said. "But few managers seem willing to risk wingers, unless they're the sort who dash back all the time to defend."

Barnes was then estranged in the Leeds reserves. He lived in the same village as his manager, Allan Clarke, but spoke a different language. He had been sold by Manchester City, his father's club, for £650,000 in 1979 (then about \$1.33 million), sold again by West Bromwich Albion to Leeds for £930,000 and shipped out by Leeds for one unsuccessful season with Real Betis of Seville for £114,000.

A distant voice, a former manager at West Brom, lamented Leeds' attempts to convert a natural winger into an all-purpose shuttle between attack and defense. "I'm a fan of Peter," said Ron Atkinson, "but he's a nuisance. People complain about what he can't do rather than credit what he's good at — attacking defenders."

Atkinson, now manager at Manchester United, needed to put relatively little money where his mouth is to prove the point. This summer he paid Coventry City, Barnes' fifth club, a mere £40,000.

Barnes had only weeks to wait for injury to befall Jesper Olsen; he stepped into his boots and took wing.

The night Herget was scoring in Stockholm, Barnes struck his third goal in six games, proving utterly blind to the obvious pass and sneaking his shot inside the goalkeeper's near post.

Among the crowd sat Ron Greenwood, England's manager at the time Barnes' career nosedived. Greenwood is no longer in charge, but agreed here was a talent which, if sustained, might prove irresistible at a Mexican World Cup.

There are ahead of Barnes two men — the Nigerian-born John Barnes and Chris Waddle — neither of whom is utterly convincing or certain of a place.

Who knows? Eight months from now, if England and West Germany meet in Mexico, we may see Herget dashing over to race Barnes for the latecomer's ball. Only time would tell whether the winner would be the man who waited an age to get there, or the opponent who came up too soon.

SPORTS BRIEFS

Mahaffey Winner in U.S. Golf Playoff

SAN ANTONIO, Texas (AP) — John Mahaffey beat Jodie Mudd on the second hole of a sudden-death playoff here Monday to win the storm-delayed Texas Open golf tournament.

Mahaffey birdied three of the final four regulation holes while Mudd bogeyed the 15th, giving Mahaffey a 4-shot swing. Each finished at 12-under 268, Mahaffey closing with a 67 and Mudd a 71. Mark Hayes (a final-round 69) and Mark O'Meara (a 67) shared third place at 271.

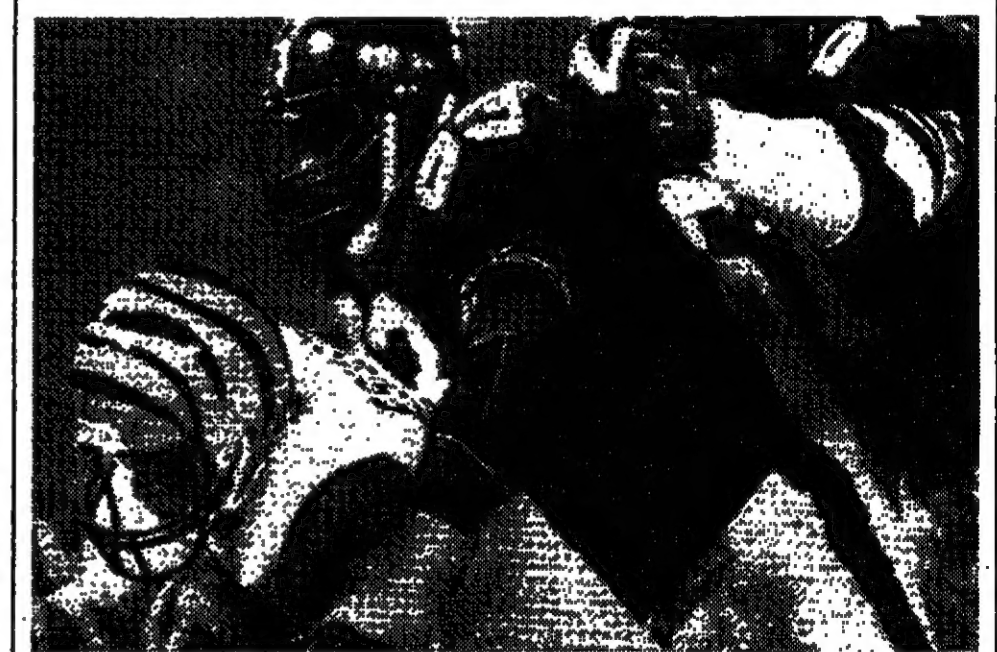
Mahaffey and Mudd both parred the first playoff hole. On the second, a par-3, Mahaffey hit to within 20 feet of the pin. Mudd dumped his tee shot into a bunker; he failed to get out with his first shot, blew the second 15 feet beyond the cup and missed the putt. Mahaffey two-putted for the eighth victory of his 15-year PGA career.

WTA to Get a New Executive Director

MIAMI (AP) — Merrett Stierheim, who resigned Saturday as the Dade County manager, will become the executive director of the Women's Tennis Association in 1986, it was announced Monday. Stierheim, 52, will succeed Jerry Diamond, who has held the post since 1974; Diamond resigned earlier this year, effective next January.

An organization of more than 300 professional players, the WTA coordinates a series of events whose 1985 prize money totals \$14 million.

Quotable
• Quarterback Joe Theismann of the 1-3 Washington Redskins: "Maybe we're not as good as everybody says we think we are." (AP)



LOWERING THE BOOMER — Keith Willis led a sack of Boomer Esiason in Monday night's opening period, but the Cincinnati quarterback threw for three touchdowns and picked apart Pittsburgh's National Football League-leading defense to rally the Bengals to a 37-27 victory, their first of the season. Esiason was 19-of-27 passing for 184 yards.

SCOREBOARD

Baseball

Major League Standings

Team	W	L	Pct.	GB
Toronto	57	43	.567	0
New York	50	50	.500	7
Baltimore	49	51	.489	8
Chicago	48	52	.479	9
Boston	47	53	.468	10
Philadelphia	46	54	.458	11
Cleveland	45	55	.447	12
West Division				
California	47	49	.489	0
Kansas City	46	50	.479	1
Chicago	45	51	.468	2
Oakland	44	52	.458	3
Minnesota	43	53	.447	4
Seattle	42	54	.437	5
Texas	41	55	.427	6
National League				
St. Louis	52	40	.565	0
New York	49	43	.529	3
Chicago	48	44	.518	4
Philadelphia	47	45	.508	5
Pittsburgh	46	46	.497	6
West Division				
Los Angeles	48	44	.518	0
Cincinnati	47	45	.508	1
San Diego	46	46	.497	2
Houston	45	47	.487	3
Atlanta	44	48	.476	4
San Francisco	43	49	.466	5

Monday's Major League Line Scores

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Transition

MINNESOTA — Added Mike Hart, outfielder, to the winter roster, outfielder Mike Walters, pitcher, and infielder Steve Heston, and Stan Holmes, first baseman, to the 1986 draft class.

PITTSBURGH — Extended a renewal option on the contract of Bill Almon, infielder, outfielder, for 1986 and extended the contract through 1987.

ATLANTA — Signed Jon Kasper, center, to a multiyear contract.

MILWAUKEE — Signed Bryan Worrick, pitcher, to a multiyear contract.

NEW JERSEY — Signed George Almon, pitcher, to a multiyear contract.

NEW YORK — Signed Bill Cartwright, center, to a multiyear contract.

SEATTLE — Signed Rock Lee, center, to a multiyear contract.

FOOTBALL</

